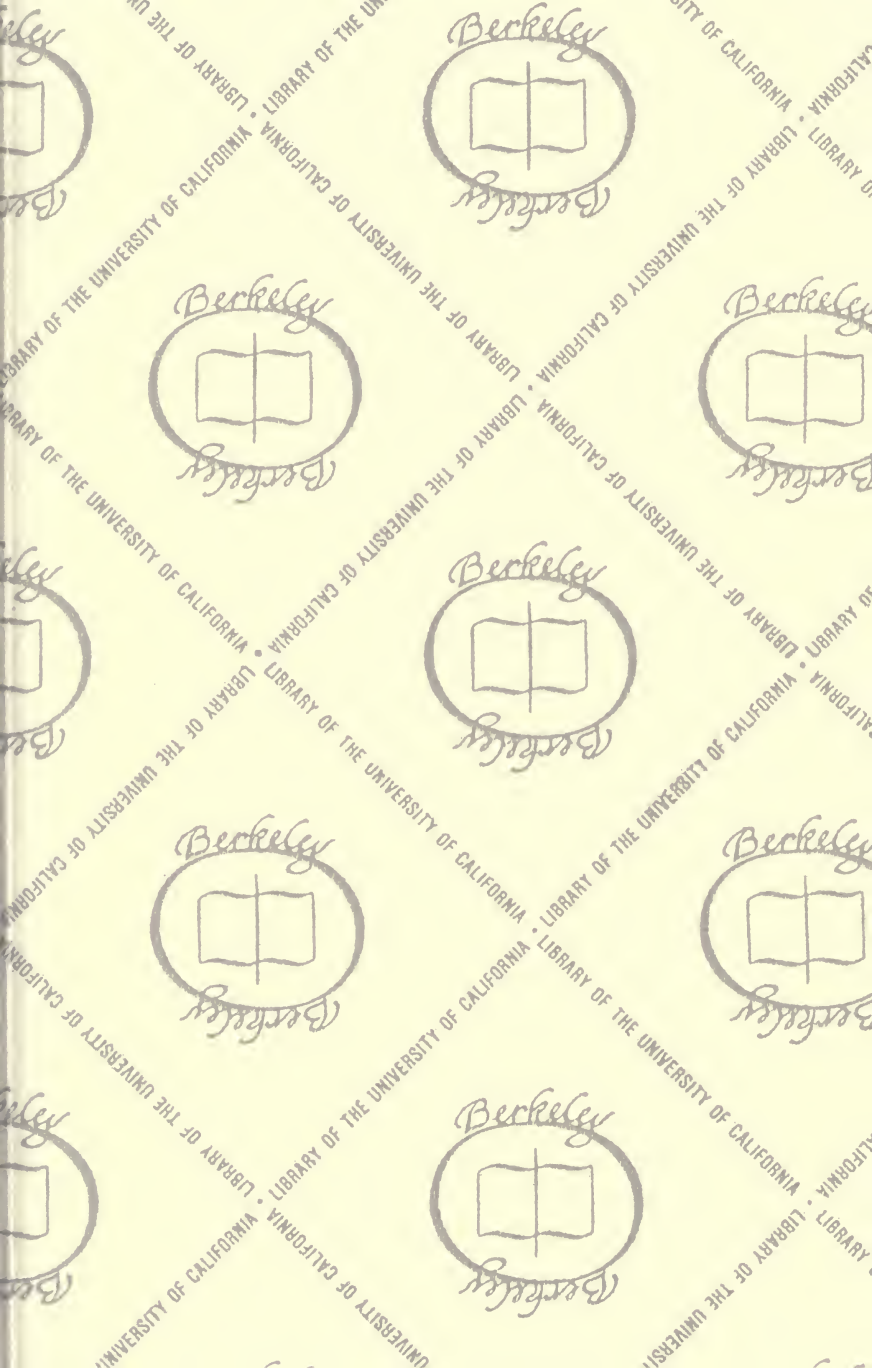




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THE  
FRANCO-AMERICAN  
TREATY OF COMMERCE

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REPORTS AND RESOLUTIONS

ADOPTED IN THE  
CHAMBERS OF COMMERCE  
OF THE  
UNITED STATES AND FRANCE

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PARIS  
OFFICE OF THE FRENCH COMMITTEE  
32, AVENUE DE L'OPÉRA  
—  
1879



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FRANCO-AMERICAN  
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# INTRODUCTION

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The following pages contain the resolutions adopted by various Chambers of Commerce and Boards of Trade, after important speeches delivered by Mr. Léon Chotteau in the principal centres of commerce of the United States during the two campaigns which he made with the view of concluding a Franco-American Treaty of Commerce. In the second part of the present volume, the reader will find the Reports sent to the Paris Committee by the principal Chambers of Commerce of France.

Mr. Chotteau visited America as delegate of a French committee formed in January, 1878, upon the initiative of Mr. E. Menier, member of the Chamber of Commerce of Paris and deputy of Seine-et-Marne.

Before detailing the acts of this committee and the two campaigns of its delegate in America, we must briefly explain the present state of the commercial relations of France and the United States, and the plan adopted by the French committee for the purpose of ameliorating those relations by a reciprocal lowering of the custom-house tariffs of the two countries.

## I.

A comparison will aid the reader to make himself acquainted with the abnormal character of the actual relations of America and France.

In 1877, England, which only reckons thirty millions of inhabitants, purchased French produce for more than a thousand million of francs.

The same year, the United States with a population of more than forty-three millions purchased French products for only about 216 millions of francs.

Whence arises this immense difference? From this fact, that France and Great Britain are united by a

liberal treaty of commerce which promotes exchanges between them, whilst the United States and France are connected by no convention of this kind, and that, in the absence of any treaty of commerce, they apply reciprocally to the products of both countries tariffs exorbitant and often even prohibitive.

This custom-house policy produces an injury to the commerce of the two countries which it is impossible to state precisely in figures, but to which we may be able to approximate by continuing the comparison instituted above.

Thus, thanks to the treaty of 1860, England in 1877 sold to France 576 millions of francs worth of produce.

Then in that same year, the United States imported into France only 257 millions worth of their produce. French high tariffs caused them to suffer a loss which amounted to more than 300 millions, if we consider only a group of 30 millions of their inhabitants, but which is singularly increased if we take into account the real amount of the population of the American Union, the enormous extent of its territory, and the incalculable importance of its natural riches.

This same custom-house policy causes to French commerce an annual detriment which we may reckon at 750 millions of francs, since it is natural to think that with a population of more than forty-three millions, the United States could make use of annually at least as much of French produce as England, if they enjoyed the same liberal tariffs.

The details of the articles throw a clear light upon the subject.

Do we wish to know for example what amount machines and articles issuing from American factories constitute in this sum of 257 millions of products of the United States imported into France in 1877 ?

For two millions of francs only.

All the other articles figure under the denomination of raw cottons and petroleums, things necessary for food, as fats, salt meats, cereals.

Seeing their industry so badly treated by the French custom-house, the United States are little inclined to modify their own tariffs in favour of France.

Consequently, in this same year 1877, French exports to the United States reached only the amount of 216 millions, whilst the preceding year they were 250 millions of francs.

The diminution, as may be seen, is very considerable ; it is

still more perceptible if we refer to the year 1856, when France sold to the United States for 304 millions of francs of her products.

What is the cause of this increasing diminution of French exports to the United States?

The high tariffs which America has considered it necessary to establish with reference to foreign produce after the war of secession. Mr. Menier pointed out this cause when he said in December, 1877, in a letter addressed to Mr. Léon Chotteau :

“ In 1816, as in 1865, the Americans committed a great commercial mistake; they wished to make foreigners pay their debts by raising the custom-house duties. What is the result of it? It is that foreign commerce has left them.” \*

The evil thus pointed out, the remedy was at once indicated; it was necessary to try to get from the United States government a lowering of these tariffs, and for that purpose to show France ready to welcome American products upon conditions less hard.

Then the law requiring that the general tariff should be applied to all nations which were not connected by special treaties with France, it was not possible to ameliorate the conditions imposed upon American products on their entrance into France, except by means of a treaty of commerce to be concluded between France and the United States. From this arose the necessity of propagating in the two countries the idea of a reciprocal treaty.

## II.

A committee, the composition of which will be found a little further on, was formed at the beginning of 1878 with the view to this indispensable propaganda. On the 3rd of February, it published an Appeal to the Americans which will be read a few pages lower down.

This Appeal indicated with precision from the commencement the object aimed at; there it is stated:—

“ Setting aside absolute solutions, transitions too abrupt, we accept a practical means of lowering tariffs.

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\* See the pamphlet entitled *LE TRAITÉ DE COMMERCE FRANCO-AMÉRICAIN*, by Léon Chotteau, with a preface by M. Menier. Paris, 1878.

“ Besides, it is upon this ground where accord is easy that Mr. J. Sherman, your minister of finance, has recently placed himself. The sixth report of the commission nominated by Mr. Sherman for the purpose of modifying the custom-house laws in America shows that the articles upon which duties are levied, amount to more than 2,500, of which 823 pay duties *ad-valorem* from 10 to 75 per cent., 541 specific duties, 144 are subjected to complex taxes, 1,000 although not enumerated are in every case charged with duties.

“ These 2,500 articles do not give to your treasury the millions which fifteen or twenty articles subjected to moderate duties would furnish.”

The Appeal invited, in concluding, the Americans to form on their part at Washington a national committee, which might be able to combine its action with that of the French committee, so as to assemble at Paris, during the Exhibition, delegates of the commerce and industry of the two nations in a grand Franco-American conference, which would thus have the qualification requisite to lay down the basis of a treaty of commerce.

### III.

This Appeal once drawn up, it was necessary to send to America a delegate charged to develop, before the chambers of commerce of the United States, the views of the French committee. This delegate was moreover indicated beforehand by aptitudes altogether special, by the extensive knowledge which he possesses of the commerce of the two countries, and by the personal relations which he had created in the different States of the Union during a long sojourn in America. A French publicist, M. Léon Chotteau, had, in fact, visited the United States in 1867, he had studied closely the institutions, the manners, and the immense resources of that country. He had become connected with a great number of politicians, of publicists, of merchants, and of American manufacturers. On his return from France he had published, in 1876, a history of the war of independence, a book as well known in France as in America where it arrived a propos, since the United States were then celebrating by a universal Exhibition the



centenary of their liberation.\* Mr. Chotteau, moreover, had been one of the first to point out through the medium of the press the advantages which would result from the conclusion of a Franco-American Treaty of Commerce, and he had published in the month of December, 1877, a pamphlet upon that subject.

The committee could not hesitate, it chose Mr. Chotteau, and furnished him with the means of going to America.

The Transatlantic Company associated itself, from the beginning, with our work in giving to the French delegate a free passage upon its magnificent steamers.

Mr. Chotteau embarked at Havre on the 2nd of March, 1878, upon the steamer *La France*. Arrived at New York the 14th, he commenced two days afterwards the campaign by a conference at the Free Trade Club of that town, visited in turn Boston, Washington, Baltimore, Philadelphia, New Orleans, Cincinnati, Saint Louis, Chicago, and San Francisco; spoke before all the Chambers of Commerce and Boards of Trade, and succeeded in interesting all these bodies in the work of the committee, and in inducing them to promise to send delegates to the conference which was to take place at Paris on the 7th of August. Having quitted New York the 12th of June, upon the *Saint-Laurent*, he learnt on arriving at Havre on the 24th, that the merchants of that town had arranged to offer to him a banquet, which took place on board the same steamer.

At a meeting of the committee, held the 2nd of July, at Paris, at the Hotel of the Syndical Chambers, he gave an account of his mission. It was then learnt that a committee had been formed at Washington. An address sent by this meeting to the French committee, in reply to the Appeal of the 3rd of February, was read. We extract from that document, dated Washington, 6th June, 1878, the following passage:—

“The diversity of the natural products and manufactures of the two countries is such that they cannot be rivals. Each produces in a very large measure what the other wants, and we cannot conceive that any political theory should forbid the closest commercial relations between nations thus situated.

“The United States is teeming with products which should

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\* LA GUERRE DE L'INDÉPENDANCE, 1775-1783. LES FRANÇAIS EN AMÉRIQUE. A volume of 450 pages, with unedited documents. G. Charpentier, éditeur. Paris, 1876.

find a market in France, and if we sell to you, it is a natural and inevitable result that we shall buy from you.

"We are, therefore, prepared to cordially co-operate in directing the public sentiment of France and the United States to the great advantages which must accrue equally to each country by such an adjustment of import duties through a conventional tariff, as will increase its trade and develop its resources.

"We quite agree with you that such a change can best be made effectual and mutually profitable in being initiated, after careful consideration, by practical men; and your suggestion that we should combine our efforts to prepare the way for a Franco-American Congress is a wise one, which meets with our hearty approbation."

Thus M. Chotteau had obtained the desired result; a committee had been formed at Washington; that committee was on all points in accord with the French committee; American delegates were going to assemble at Paris. This was a first success.

#### IV.

The Franco-American Conference met the 7th, 9th and 11th of August, 1878. One hundred delegates took part in it, fifty American and fifty French. A commission of sixteen members was deputed to lay the basis of the treaty. We will cite among the American members, Messrs. Nathan Appleton, Felix Limet, Cornelius Roosevelt, James Hodges, and Emile Karst. The eight French members were Messrs. Foucher de Careil, Senator; D. Wilson, M. Rouvier, Pascal Duprat, Deputies; P. A. Delboy, Counsel General; Armand Lalande, President of the Chamber of Commerce of Bordeaux; L. Hielard, President of the General Syndicate of the Union of Commerce and Industry, and Auguste Desmoulins, publicist.

This commission discussed, modified and adopted a project which had been prepared by two of its members, Messrs. Felix Limet and A. Desmoulins. This document, submitted to the general conference, was approved by the same the 11th of August.

It had the form of a memoir addressed to the Congress of Washington, and to the French chambers by the members of

the Franco-American Conference. It pointed out the inconveniences of the custom-house tariffs of France and the United States, indicated the causes of the diminution of commerce between the two countries, proved the necessity of a Franco-American Treaty, and established as we are about to see, the general lines of that treaty.

On one part, "the government of the French republic, if it is favourable to this project, engages itself to admit, during the continuance of the present treaty, the natural products and manufactured articles of the United States into France at the rates of duties of the conventional tariff, such as results from the treaties concluded between France, Great Britain, and other countries."

On the other part, "the President of the United States, if he favours this project, and with the view to completing it, will recommend to the Congress of Washington, the adoption of a project of law reducing in the following proportions the duties to be collected upon French products imported into America."

The project then proposed the reductions which, after a first examination, had appeared the most justifiable and acceptable, but it remained well understood that this basis had nothing definite, and that the American and French chambers of commerce would be invited to discuss all the points of detail.

The only aim of the conference in adopting this project, was to furnish to manufacturers and merchants of the two countries a rough draft or canvas upon which they could indicate all the reductions of tariff which might appear to them desirable and compatible with their interests.

In acting thus, the conference followed the example which had been afforded to it at the commencement of the movement by the French committee, which was not to pronounce itself for any economical system and sought only a reform of custom-house tariffs. Mr. Chotteau, in all his discourses,\* took great care to make known that he was neither protectionist nor free trader, and that his only aim was the amelioration of the commercial relations of the two great republics.

Thanks to this attitude, the Franco-American conference met three days in a spirit of concord and reciprocal goodwill

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\* See the pamphlet entitled *MY TWO CAMPAIGNS IN THE UNITED STATES*, by Léon Chotteau; New York, 30, Lafayette Place.



which not one single thing interrupted. The preparatory work of the commissions which lasted nearly two weeks, had established a great cordiality between the delegates. This sentiment increased still more in the meetings which followed, and when the delegates of the two nations assembled at the Franco American meeting which took place at the "Cirque des Champs-Élysées," on the 1st of December, 1878, it gave to that solemnity the character of a veritable family fête.

That was in truth a real fête in which were heard in turn a speaker so essentially French as Mr. Edouard Laboulaye, and an American like Governor Fenton, ex-Senator at Washington, of the State of New York. There were seated side by side a large number of French senators, deputies, general and municipal counsellors, representatives of French commerce and industry, eminent publicists, members of the institute, General Noyes, minister plenipotentiary of the United States, Governor Fairchild, consul-general, Robert Hitt, secretary of the legation, many delegates of the chambers of commerce of the United States, and the most distinguished members of the American colony. The parquet and the galleries were full of ladies, among whom were a great number of Americans rivalling in grace and elegance the most distinguished of our French ladies. The French committee had, moreover, exerted every effort in order that the fête might be worthy of such an attendance. The Republican Garde executed between the speeches the finest pieces of its repertory, and its eminent chief, Mr. Sellenick, had the good taste to cause the speech of Mr. Fenton to be preceded by the National Anthem, "Hail Columbia," rendered with an admirable unity which elicited the enthusiastic cheers of four thousand auditors and visible emotion among the Americans, touched by this delicate attention.

In fine, the president of the meeting, M. Foucher de Careil, did the honours of the gathering with a perfect courtesy, and indicated by a discourse full of humour and *esprit*, the true character of the fête.

Mr. Chotteau spoke last, and announced his near departure for America. He showed that his first mission had been attended by the happiest result, inasmuch as the conference of the 9th of August had been attended by the same delegates whom he had been all the way to America to invite to that Congress, but he added in speaking of his new mission :—



"To-morrow it will be necessary that I should discuss with the Americans that I should endeavour to cause to penetrate into minds, somewhat rebellious, a ray of truth. I hope, however, to surmount obstacles and to return next year to give an account of my new mission."

## V.

A month afterwards, the 5th of January, 1879, the French delegate quitted Havre in spite of the bad state of his health and the rigours of the season. The passage was rough and dangerous. The prudence of Captain Delort, who commanded the *Amérique* alone saved the ship, which had to encounter a terrible tempest, and only arrived at New York on the 20th. Some personal friends of Mr. Chotteau, merchants, members of different Chambers of Commerce, and many American journalists, offered to our delegate a private dinner on board the *Amérique*.

Some days afterwards Mr. Chotteau proceeded to Washington, where he presented to the President, Mr. Hayes, and to the ministers the respects of the French committee. He delivered at Boston, on the 29th of January, a speech which bears testimony to a conscientious study, not only of the general question of tariffs, but of the economic situation of Massachusetts.

The great secret of the French delegate has been to discuss with each of the Chambers of Commerce, each of the centres of production, questions which most directly affected its interests.

This accounts for his success. Every speech so delivered by Léon Chotteau was followed by the vote of resolutions favourable to the object he had in view. The reader will find all those resolutions collected in the book that we offer to him. Such motions were voted by fourteen Chambers of Commerce or Boards of Trade, of which many as those of New Orleans and New York were composed of representatives of different branches of industry. It is to be remarked that all these meetings pronounced themselves favourable to a treaty. Its adversaries had made a great talk about the opposition to it offered by the Chamber of Commerce of San Francisco on

the 13th of June, 1879, but we shall see that "better informed" by Mr. Chotteau, the committee, named by that Chamber to study the question, took into serious consideration the project of a treaty.

Independently of the Chambers of Commerce, some private individuals seconded the efforts of the French delegate. It was thus, that, Mr. Chotteau having, on the 9th of February, published an appeal to all the producers and merchants of the United States in favour of a treaty, a circular was addressed on the 1st of March by five leading men of New York to the Presidents of the Chambers of Commerce and Boards of Trade of the United States with the object of supporting the appeal of the French delegate. This is the said circular:—

"You know, gentlemen, that Canada and Germany are agitating the question of an augmentation of the duties levied upon American products. This action threatens to extend itself to other nations, and thus compromises in the highest degree our export commerce. Consequently, we take the liberty of remarking to you that it would be in the interest of our country to transmit, as soon as possible, your answer to the letter of Mr. Chotteau on the date of the 9th of February relative to a treaty of commerce between France and the United States."

At the foot of this document we find the five following names:—

CYRUS W. FIELD; BERGER-VANDERBILT; JACKSON S. SCHULTZ; ELLIOTT C. COWDIN; JOHN W. GARRETT.

The national committee formed in June, 1878, at Washington having dissolved in consequence of the elections which gave birth to the new chamber of representatives, it was of the highest importance that some men of authority should recommend to the American public the appeal of the French delegate.

Now there were not in all the Union, men more influential than those whose names have just been read. Some information will suffice to place in relief the authority which is attached to such names?

Mr. Cyrus Field is the courageous and persevering promoter of the transatlantic telegraphs. It is he who, at the price of efforts really unheard of, succeeded, in the spring of 1857, in laying that first cable, which only worked for a few

days, but which sufficed to prove the possibility of establishing direct lines of communication across the oceans. He has been the fortunate constructor of the elevated railroads of New York. It is he whom we find again at the head of the society which is formed with the intention of establishing a cable between California and Japan.

This new line is the last link of the girdle of cables of the globe; thus it pertained to the author of the first Atlantic cable to establish the last. It was equally natural that such a man should be favourable to the extension of commerce.

What useful purpose will the free circulation of thought subserve, if the circulation of the products of that same thought is to continue to submit to impediments which superannuated tariffs impose?

An old consular agent of France and decorated with the Legion of Honour for services rendered to that country, Mr. Francis Berger-Vanderbilt, is deputy at the Chamber of the Grand Duchy of Luxembourg. He has been, moreover, the consul general at New York of the Duchy, and resides alternately at New York and Paris. He created the National Bank of the Grand Duchy of Luxembourg. His marriage with one of the daughters of Commodore Vanderbilt attaches him to the interests of the United States.

Mr. Berger has given proof of an energy and a perseverance quite uncommon. Engaged during twenty-five years in business matters, economic questions are familiar to him.

Jackson S. Schultz, a very rich leather merchant, is one of the most notable members of the Chamber of Commerce of New York.

Elliott C. Cowdin is the President of the Executive Committee of this same Chamber. He occupies one of the highest positions in the great export commerce of the United States, where he has made an immense fortune.

John W. Garrett is the Director of the Baltimore and Ohio Railway Company, one of the most important and prosperous lines of the Union.

Supported by such men, the appeal of Mr. Léon Chotteau was bound to be listened to.

The unanimous vote of the Chambers of Commerce and the Boards of Trade has shown that it has been.

These resolutions of the Chambers of Commerce and of the Boards of Trade undoubtedly exercised a great influence upon



the dispositions of the Congress and of the various members of the Cabinet. We shall see further on in what terms the minister of foreign affairs answered, in May last, the Chamber of Commerce of Baltimore. We shall remark especially the tenour of the motion voted the 23rd April, 1879, by the chamber of representatives upon the motion of Hon. Fernando Wood.

This motion, which engages the American government to open negotiations with France in view of a Treaty of Commerce to be concluded between the two countries, was taken the 15th of May, in the Senate, by Messrs. Cockrell and Eaton, under the form of a Joint Resolution which "authorises the President of the United States of America to open negotiations with the government of the French republic, with the view of concluding and establishing a treaty of reciprocity and commerce with that government, and if it is judged necessary, to name according to the advice and with the consent of the Senate three commissioners charged to conduct in the name of the United States, the preliminary negotiations of that treaty."

The remuneration of those negotiators, adds the resolution, shall be fixed by the secretary of State.

The President Hayes, the minister of finance, Mr. Sherman, and Mr. Evarts, the minister of foreign affairs, in different audiences granted to Mr. Léon Chotteau, showed themselves ready to give effect to these resolutions, and declared that they only waited for a signal from the French government to open negotiations.

The French delegate has then fully succeeded in his double mission in America, since he has obtained from influential private individuals, publicists, chambers of commerce, boards of trade, two chambers of Congress, and different members of the government, declarations, the most favourable to the treaty which he recommended to them.

He has obtained even another success. Hardly had he returned to France when he received from Philadelphia a letter announcing to him that the "*Alumni Association* of Haverford College had given its prize to the Essay which he had addressed to it upon the "most practical plan to follow in order to substitute justice for war in the settlement of international differences."

The prize awarded to this Essay was \$250.



## VI.

Whilst its delegate conducted in America this campaign as active as fruitful in important results, the French committee did not remain inactive.

In order to place the Chambers of Commerce of France under obligation of pronouncing themselves upon the project of treaty, it named Mr. Hippolyte Cahuzac, reporter general, and charged him to establish some continuous relations with special reporters named in the different departments, in concert with the Chambers of Commerce and the consuls of the United States. The committee then formed a Commission of Studies composed of Messrs. L. Simonin, P. A. Delboy, and Brulatour. Upon the proposition of Mr. Delboy, this commission formulated a series of questions which was addressed to all the Chambers of Commerce by the care of Mr. Cahuzac, its president.

Supported by a man to whom his fortune, his long experience of business, and his recognised competence assure a great influence, the appeal of the Commission of Studies was attended to. The Chambers of Commerce occupied themselves with our series of questions; special reporters were charged to answer them. In a few months the committee was in possession of almost thirty Reports, furnishing precise information and an indisputable authority upon the points which were submitted to them. The following are the questions:—

1. What is the present importance of the exchanges between France and the United States, with reference either to importation or exportation, in what concerns the articles of your branch of industry?

2. What increase of business might be reasonably expected in your opinion to result from a Treaty of Commerce?

3. What complaints arise, in your industry, from the present tariffs on entrance to the United States?

4. What changes do you desire to see introduced either in the amount of the duty, or in the mode of collecting it on entrance to the United States?

5. To what point would you admit the reduction of the French tariff for similar products of American industry which might be imported into France?

State precisely the reason in support of your opinions.

All these Reports conclude in favour of the projected treaty. They are destined, moreover, to exercise an action so much more decisive upon the resolutions of the government as they emanate from men whose competence is incontestable.

In fact, the claims of the commerce of wines are presented by M. Balaesque, reporter of the Chamber of Commerce of Bordeaux, and formulatéd in the discourses of the president himself of that chamber, Mr. Armand Lalande. Mâcon has for reporter the president of the local chamber, Mr. J. B. Ferret ; la Marne has Mr. Paul Delius ; Cognac is represented by Mr. Edward Martell ; Angoulême, by Mr. Chauveau, senior.

The industry of silk has for reporter, Mr. Payen, member of the Chamber of Commerce of Lyon, and Mr. F. Mas, secretary of the Association of Lyon fabrics ; Saint Etienne is represented by Mr. Thiollier ; Marseilles has also a reporter, who is Mr. Fournier, a great merchant of that town. It is thus with all our great industrial and commercial centres, which have for reporters men of the highest authority in matters of production. Let us, in conclusion, name the Chamber of Commerce of Paris, which charged its first commission with the care of answering our series of questions, and which has addressed to us a Report written by Mr. Gustave Roy, full of general views and of practical data upon the commerce of the two countries.

The French committee has been happy to see a body so influential as the Chamber of Commerce of Paris describe as follows the attitude which French producers ought to take with regard to American merchants.

“In our demands from the United States we ought to show moderation ; we ought to take into account the fears of their nascent industries and even to listen to the interested and exaggerated complaints of American manufacturers.”

It was with such a favourable disposition that the majority of the delegates of the French Chambers of Commerce attended the Franco-American Conference of the 9th of August, 1878.

It will be seen at the commencement of this work that the Chambers of Commerce of the United States, on their part manifested analogous sentiments, in replying to the speeches of Mr. Chotteau. The principal interests being animated on both sides by a disposition so conciliatory augurs well for the success of the negotiations.



## VII.

This then is the present state of the question. All which private individuals could do with the view of enlightening the two governments concerning the necessity of a treaty, has been done in France and in America. With reference to this we may say that private initiative has done its duty. The rest pertains to the governments of Paris and Washington. Now we have been able to see, contrary to our anticipations, that the Congress and the government of Washington have first manifested the desire of seeing negotiations for a Franco-American Treaty of Commerce opened.

It is therefore the duty of the French government now to reciprocate those advances. And since in its sitting of the 15th of May, the Senate of Washington expressed a wish that commissioners should be appointed by both governments with the instruction to negotiate the basis of a treaty, the French government ought, in its turn, to give proof of a similar good disposition. It ought to show itself ready to open negotiations by naming at once three French commissioners. Truly, the task of these commissioners will be a laborious one ; they will have numerous points to discuss, many difficulties to surmount, and asperities to smooth ; but they will find the ground prepared, they will have in their hands the reports in which the Chambers of Commerce of the two countries have set forth their just demands, and they will appreciate more and more, in studying those documents, the utility of the propaganda undertaken by the French committee, and so well seconded by the varied talents, indefatigable perseverance, and energetic good-will of its delegate, Mr. Léon Chotteau.

All announces, then, success, near success of the work of the Franco-American Treaty of Commerce. This success will constitute a happy and absolutely new precedent.

Up to the present, in fact, treaties of commerce were purely affairs of government. This will the first time that those interested will have had the initiative of a treaty of commerce which they will have elaborated, discussed and formulated. There is here an example which the two greatest Republics of the world owe to other nations. The French committee and

its delegate will have cause to be proud of having contributed most to open to the two sister nations new sources of prosperity and to the human race perspectives more and more extended of peace, of fruitful labour and of civilising progress.

AUGUSTE DESMOULINS,

*Secretary of the Franco-American Committee,*

*Paris, 32, Avenue de l'Opéra.*

10th November, 1879.



# FRENCH COMMITTEE

*Meeting of the 3rd of February, 1878*

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## RESOLUTION

The committee thinks that the most practical means to bring to a successful issue the work projected, is to send a delegate to the United States ;

The committee confides this mission to Mr. Léon Chotteau.

Mr. Léon Chotteau, conformally to the preceding resolution, embarked on the 2nd of March on board the steamer *La France*, and arrived at New York the 13th of March.

The French committee is pleased to have to acknowledge here the adhesion that its work has received on the part of the Transatlantic Company, which has kindly placed itself at the disposition of the delegate.

Mr. Léon Chotteau took with him the following appeal :—

## APPEAL OF THE FRENCH COMMITTEE TO THE AMERICAN PEOPLE

Citizens of the United States of America.

No Treaty of Commerce exists between France and America.

The absence of any convention of this nature is equally prejudicial to the two countries.

It is important to cause this state of things to cease, and to convert, for the exchange of our products, the general tariff into a conventional tariff which may be debated by the parties themselves interested, before being voted at Washington and Versailles.

We to-day constitute ourselves at Paris a committee of initiative, and we come to entreat you to organise in the United States a similar committee which may place itself in intimate relation with us. The two groups, thus formed, will prepare the ways and means of a Franco-American Congress to open at Paris during the Exhibition of 1878. From this

will issue a combined series of resolutions which, maturely studied and submitted to serious discussion, will be able to be presented usefully, and with authority to the governments and parliaments of France and the United States.

At that moment our rôle of initiative will be terminated, but there will still remain to us the duty of making an incessant, zealous and energetic appeal to public opinion until a law more wise and responding better to the wants of the two peoples comes to embody and realise our wishes in an international contract.

Our interests are mutually united, but the present legislation keeps them in a perpetual struggle. Upon what ground can reconciliation be established? Discarding absolute solutions, transitions too abrupt, we accept the practical means of the gradual lowering of the tariffs.

Moreover, it is on this ground where accord is easy, that Mr. J. Sherman, your Minister of Finance, has recently placed himself. The sixth report of the commission nominated by Mr. Sherman, with the view of modifying the laws of the American custom-house tariff proves that the articles, upon which duties are imposed, are more in number than 2,500, of which 823 pay *ad valorem* duties from 10 to 75 per cent. ; 541, specific duties ; 144 are subjected to complex taxes ; 1,000, although not enumerated, have in every case duties imposed upon them. These 2,500 articles do not give to your treasury the millions which fifteen or sixteen articles, subjected to moderate duties on entrance, would supply. Such seems to be the natural conclusion to be deduced from the report. It is moreover under the inspiration of the same idea that the sub-committee of ways and means of the Chamber of Representatives at Washington has promised to modify your tariff in such a manner as to favour the entrance into America of European merchandise, and to thus revive the export commerce.

Mr. J. Sherman and the sub-committee of Congress, by their action in favour of the lowering of the custom-house duties, show to us that facts have enlightened the Republic of 1776.

For more than a century the current of emigration had always progressed towards you. It is now slackening and diminishing annually. Is it not now an admitted fact that for the want of sufficient wages large bodies of emigrants are compelled to revisit Europe ?

In juxtaposition with this deficiency of work, there is an acknowledged plethora of capital among you.

Whence arises this evil ?

You will reply to us that some crises have alarmed Europe, when the duties on entrance did not exceed a reasonable amount. Admit, however, that the tariff at present applied has singularly aggravated your sufferings.

If you consider the suffering and enfeebled state of the principal American industries, you will not forget that heavy taxes are always ultimately paid by the consumers.

The average of the duties on entrance into America being about 40 per cent., that is to say prohibitive, you will not hesitate to seek in conjunction with us, the possibility of reopening for yourselves foreign outlets which a too rigorous legislation has withdrawn from your productive energy.

You will no longer say : To purchase a French product is to encourage French industry at the expense of American industry, and that is to betray the Fatherland.

You have comprehended that a hogshhead of Bordeaux wine, rolled upon the Quai at New York causes among you the acquisition of a sack of maize or a hectolitre of petroleum. Products are exchanged for products, and every sale necessitates a corresponding purchase. If the sub-committee of ways and means of the Chamber of Representatives at Washington obtain from the Congress reformed custom-house tariffs, France will not be guaranteed against an ulterior alteration in a contrary sense ; for if you lower your duties to-day, perhaps you would raise them to-morrow. Since 1789, has not your tariff been modified more than forty times ?

In supposing even that your legislators maintain during a long time the admitted reduction, their faith in the future would not break down the obstacle created by the general French tariff. Our tariff in fact prohibits in an absolute fashion the entrance into France of your tissues of cotton, pure or mixed ; of the greatest part of your woollen tissues ; of your refined castings, which do not enter into a determinate category ; of your cast iron ; of almost all your works in metals ; of your sugars, refined or assimilated to refined ; of your varnished or dyed skins, etc.

A conventional tariff, in regulating our interests and yours, will bring to the two great republics security which fortifies energy and encourages enterprises of long duration.

This treaty will not be a disagreeable surprise to France and America, if private initiative establishes the bases of it at the Congress at Paris.

Let us endeavour then together to indicate a rule of conduct for the Parliaments of France and the United States.

Prove yourselves, by the organisation of an American committee that our voice has been heard on the other side of the Atlantic, and that you accept our offer to establish with France commercial relations more sure, more firmly and better established.

*Paris, the 3rd of February, 1878.*



# FRENCH COMMITTEE

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## OFFICERS

*President*—Menier, Manufacturer, Member of the Chamber of Commerce of Paris ; Deputy of Seine-et-Marne.

*Vice-Presidents* { Foucher de Careil, Senator.  
Daniel Wilson, Deputy.  
L. Hiéland, President of the General Syndicate of the National Union of Commerce and Industry.  
Lalande, President of the Chamber of Commerce of Bordeaux.  
Pascal Duprat, Deputy.

*General Reporter*—Hippolyte Cahuzac.

*Delegated Member*—Léon Chotteau, Publicist.

*Secretary*—Auguste Desmoulins, Publicist.

*Treasurer*—Alfred Koechlin-Schwartz, Manufacturer.

*Assistant Treasurer*—O. Michel.

## MEMBERS OF THE COMMITTEE.

Ardant, President of the Chamber of Commerce of Limoges.

Babut, President of the Chamber of Commerce of La Rochelle.

F. Barbedienne, President of the Union of Bronze Manufacturers of Paris.

Berthier-Roblot, President of the Chamber of Commerce of Troyes.

Emile Brelay, Manufacturer ; Deputy of the Seine.

P. Bethmont, Vice-President of the Chamber of Deputies.

Bérard-Varagnac, Contributor to the *Journal des Débats*.

Calvat, President of the Chamber of Commerce of Grenoble.

L. Chantal, Merchant.

Chauveau, Senior, Paper Manufacturer ; President of the Chamber of Commerce of Angoulême.

Chiris, Deputy of the Alpes-Maritimes.

Léon Chotteau, Publicist.

Courcelles-Seneuil, Political Economist.

Cousin, President of the Chamber of Chamber of Avignon.

Dauphinot, Senator, President of the Chamber of Commerce of Reims.

David, President of the Chamber of Commerce of Mans.

P. A. Delboy, Counsellor-General of the Gironde.

A. Desmoulins, Publicist.

Dietz-Monin, Manufacturer ; late Deputy, Director of the French Section of the Exposition of 1878.

F. Dreyfus, Publicist.

Léon Droux, Civil Engineer.

Duméril, President of the Chamber of Commerce of Saint-Omer.

Pascal Duprat, Deputy of the Seine.

Foucher de Careil, Senator.

Henri Fould, Commission Merchant.

F. Gatineau, Deputy.

Gerentet, President of the Chamber of Commerce of Saint-Etienne.

E. de Girardin, Editor of the newspaper *La France*; Deputy of the Seine.

Grandval, President of the Chamber of Commerce of Marseilles.

Guillotiaux, President of the Chamber of Commerce of Lorient.

Guyot, Deputy of the Rhone.

Yves Guyot, Publicist.

Oscar Galline, President of the Chamber of Commerce of Lyons.

L. Hiéland, President of the General Syndicate of the Union of Commerce and Industry.

Adolphe Houette, President of the Chamber of Paris.

Jeanmaire, Bookseller ; President of the Society of Booksellers of Paris.

Alfred Koechlin-Schwartz, Manufacturer.

Edouard Laboulaye, Member of the Institute ; Senator.

Laisant, Deputy of Nantes.

Lalande, President of the Chamber of Commerce of Bordeaux.

Laurent-Pichat, Senator.

Elie Lazard, Banker.

Lemonnier, President of the Chamber of Commerce of Brest.

Lepicque, President of the Chamber of Commerce of Honfleur.

Levois, Member of the Chamber of Commerce of Paris.

Maillard, Merchant.

Mallet, President of the Chamber of Commerce of Havre.

E. Menier, Deputy.

Gaston Menier, Merchant.

O. Michel, Merchant.

Edouard Millaud, Deputy of the Rhone.

Gustave de Molinari, Corresponding Member of the Institute; Contributor to the *Journal des Débats*.

Sylvestre Moullon, of the Chamber of Commerce of Cognac.

Pagezy, President of the Chamber of Commerce of Montpellier.

J. B. Ferret, President of the Chamber of Commerce of Mâcon.

A. Person, President of the Syndical Chamber of Commerce of Exportation.

Léon Renault, Deputy of Seine-et-Oise.

Maurice Rouvier, Deputy of Marseilles.

Roux, President of the Chamber of Commerce of Dijon.

Scheurer-Kestner, Senator.

Simonin, Mining Engineer.

P. Tirard, Deputy of the Seine.

D. Wilson, Deputy of Indre-et-Loire.

Xardel, President of the Chamber of Commerce of Nancy.

# FIRST CAMPAIGN

## OF M. LÉON CHOTTEAU IN THE UNITED STATES

*March 14th to June 12th, 1878*

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### RESOLUTIONS PASSED

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#### I.

#### NEW-YORK

*Free-Trade Club,\* March 16th, 1878*

CHAIRMAN: H. B. B. STAPLES

Resolution moved by Mr. Nathan Appleton, and unanimously adopted:—

“The persons assembled this evening at the Free-Trade Club of New York, representing different towns and states of the Union as well as various manufactures and interests, desire to offer a cordial welcome to Monsieur L. Chotteau, the French delegate, who has recently arrived in our country.

“They desire to express to him the sympathy and good will of our country for the French Republic.

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\* Mr. Chotteau said, about the question of principle:—“At Paris we are neither Free-Traders nor Protectionists. We are forming a National Committee, and we ask that an American Commission shall be formed by you, in which shall be united both the partisans of Protection and Free-Trade.” (See the Speech of M. Léon Chotteau, page No. 9 of MY TWO CAMPAIGNS IN THE UNITED STATES.)



"Fully appreciating the importance of his mission in behalf of the commercial interests of the two countries, they beg to offer him at the commencement of his enterprise the assurance that they will co-operate with him in the hope that good results may be obtained.

"To this end they will do their utmost that a National committee may be formed as speedily as possible in the United States, so as to act in concert with that of which Mr. Chotteau is the representative."

Mr. Chotteau was interrogated upon the subject of the additional duties of 10 per cent. put upon articles entering France.

He replied that there was a great error upon the subject. Conformably with a letter received from the General Director of the French Customs, from which Mr. Chotteau quoted, there is no differential duty towards the United States different from all other countries not included in the conventional tariff.

## II.

# BOSTON

*Public Meeting, March 28th, 1878*

CHAIRMAN: NATHAN APPLETON

At the conclusion of Mr. Chotteau's address, brief remarks were made by Mr. P. J. Boris, Mr. Fowler and Mr. Radclyffe, after which the following resolution, offered by Mr. Joseph A. Jasigi, was adopted:—

"Resolved, that the citizens present at this meeting, held at the rooms of the Boston Board of Trade, extend a hearty welcome to Mr. Léon Chotteau, the delegate of the French committee for the Franco-American Treaty of Commerce, with the assurance that they fully appreciate the importance of his mission. To co-operate with the French committee, they would recommend that a Boston committee of five members be formed, two of them to be appointed at the present meeting, and the other three by the Board of Trade (of whom the president shall be one), to act with similar committees from other cities in the country, with a view of subsequently organising a National committee, which shall have full power to send a reply to the Appeal of the French committee, to select proper delegates to attend the Franco-American Congress to be held in Paris the coming

summer, and otherwise to carry out the objects of the proposed international work. They would respectfully request the president to bring this matter to the attention of the Board of Trade as soon as possible, as M. Chotteau's stay in Boston must necessarily be very brief. They express their thanks to the directors of the Board of Trade for the privilege of using their rooms for this meeting."

Mr. Nathan Appleton and Mr. Joseph A. Jasigi were chosen as two members of the committee proposed in the resolution, and the meeting then adjourned.

## BOARD OF TRADE

*Meeting of March 29th, 1878*

CHAIRMAN: JOHN W. CANDLER

The Executive Committee of the Board of Trade were authorised to appoint three persons to serve on the committee upon this subject, with those appointed at the citizens' meeting.

On April 11th the Boston committee was organised as follows :—

JOHN W. CANDLER,  
M. P. KENNARD,  
W. H. LINCOLN,  
NATHAN APPLETON,  
JOSEPH A. JASIGI.

At Boston, M. Léon Chotteau, with Mr. Nathan Appleton, called on M. H. Verleye, Vice-Consul of France; Governor, Alexander H. Rice; Mayor H. L. Pierce; Hon. John W. Candler, President of the Board of Trade, and received, on the same day, the visit of those gentlemen. Afterwards, Mr. Joseph A. Jasigi invited the French delegate to a breakfast at the Somerset Club, where were present Mr. Edward Atkinson, Nathan Appleton, Oscar Jasigi, Vice-Consul of Turkey, and H. Verleye.

## III.

## NEW YORK

*Chamber of Commerce, April 4th, 1878*

CHAIRMAN : S. D. BABCOCK.

The subject was referred to the Executive Committee, which on the 2nd of May, presented the following resolution to the Chamber of Commerce :—

“Resolved, that Messrs. Elliot C. Cowdin, Jackson S. Schultz, be appointed by this act as delegates, with full power to choose their colleagues, in order to represent this Chamber at the Congress to be held in Paris next summer to examine and discuss a Franco-American Treaty.”

## IV.

## WASHINGTON

WASHINGTON, April 11, 1878.

*Our Commercial Relations with France—Meeting of the Delegate from the French Committee with Members of Congress — Addresses delivered.*

A number of members of Congress met at Wormley's Hotel to-night including representatives Monroe and Cox, of Ohio ; Harrison and Burchard, of Illinois ; Chittenden and Hewitt, of New York ; Banks, Norcross, Morse and Crapo, of Massachusetts ; Clymer, of Pennsylvania ; Donnell, of Minnesota ; Tucker, of Virginia, and Senators Hill, of Georgia ; Eustis, of Louisiana ; Butler, of South Carolina ; Jones, of Florida, and others. The invitations were extended to these gentlemen by Messrs. Banks and Hewitt to hear the statement of Mr. Léon Chotteau. The meeting was organised by calling General Banks to the chair, who stated that the object of Mr. Chotteau's visit was to procure an extension and permanent enlargement of the commercial relations between France and the United States. That gentleman was a member of the committee organised in France for that purpose, asking the co-operation of the

citizens of the United States. General Banks said it might not be practicable for gentlemen here to suggest a movement in that direction, but it would be well first to hear what Mr. Chotteau had to say on the subject. Mr. Chotteau then delivered a short address, in the course of which he said :—

We think in Paris that all is not quite right in the commercial relations of France and the United States; most of the American articles are prohibited with us, and the French products which different rules of exchange would bring to you, desert your shores. You want to extend your foreign trade. Should the prohibitions which paralyse the exports from the United States to France be removed? That is the question which I beg of you to come and discuss at Paris with my countrymen. If the debates of the Franco-American Congress reveal that no economical reform is to be desired between the two nations, then we shall separate in a friendly way and the actual state of affairs will be maintained. If, on the contrary, the interested parties counsel both the governments to an urgent reform, then will satisfaction be given to public opinion. You know now the spirit which animates the French Committee, of which I am a delegate. That committee represents largely the industry of France. M. Menier is the president; the vice-president, M. L. Hielard. The other members represent the Chamber of Commerce of Paris, the Chamber of Deputies, and the Senate. They all honestly desire the co-operation of the business men and legislators of the United States in establishing a more perfect commercial unity between these two republics. You will respond to the loyal appeal of the deputies, the senators, the manufacturers, who have honored me by their confidence. Organise a national committee, which committee will send a delegation to Paris, and in Paris, during the Exhibition, hand in hand, our hearts, equally animated by the same impulse, we will strive to augment the prosperity of the two republics, which have to-day but one common desire—to attain greatness by labour.

Mr. Chotteau's remarks were applauded.

General Banks said perhaps it would not be deemed advisable by the gentlemen present to take any official action, such as the appointment of committees, or to do anything which would give the meeting formal significance, but whatever gentlemen might say could be said with perfect freedom. General Banks then called upon representative Hewitt, who said that in 1867 he had the honor to be a commissioner to the Paris Exhibition. It then occurred to him that the commercial relations between the two countries ought to be more intimate, but the fault was with France more than with the United States, and in this connection he mentioned the fact that at the Paris Exposition there was a contest between the Wood American reaper and the English and German reapers, and the rivalry was as to what reaper would first cut down the field. Mr. Wood har-



nished his machine and accomplished the task before the other machines got to work. And yet the sale of the Wood machine was prohibited in France, while the Cobden Treaty permitted the English machines to come in. But Mr. Wood sold 1,000 machines in Hungary alone. Mr. Hewitt gave a number of reasons why Americans should meet the French committee in the effort to extend trade between the two countries and trusted the movement here to that end would be successful.

Senator Eustis said that as a citizen of Louisiana he felt a deep interest in this subject. The people whom he represented were united to the French by tradition, association, language, and a large portion of them by religion. As a citizen of that State he gave this movement his sincere and hearty commendation.

Representative Burchard, of Illinois, thought there was a growing feeling in favour of lessening our duties on imports, and a more general desire to enlarge the extent of our markets for our raw material and manufactures, and therefore he was in sympathy with this movement.

Representative Monroe, of Ohio, said they had not met to express differences of opinion, and he thought that there would be a good result to both countries by a conference such as that which was proposed.

General Banks alluded to the fact that Washington, John Adams and Jefferson were in favour of commercial treaties with foreign nations. We have changed in this respect, but France has adhered to the opinion. France now feels that there should be larger markets for her products, and hence the movement we are now considering. He was sure the intelligent opinions expressed here to-night would stimulate manufacturers, merchants and others, and show the French committee that we are ready to co-operate with it in the effort to enforce our commercial intercourse.

Mr. Chotteau, through General Banks, tendered his heartfelt thanks for the attention which the company had paid to his remarks and for the encouragement they had given to him in the expression of their views. The company then separated.

## V.

## BALTIMORE

*Board of Trade, April 14th, 1878*

PRESIDENT: DECATUR H. MILLER

Mr. Léon Chotteau, delegate of the Paris committee, met the Committee of Commerce of the Baltimore Board of Trade, consisting of the following gentlemen: Messrs. Robert A. Fisher, chairman; W. A. Perot, G. A. Von Lingén, W. W. Spence and James Carey Coale.

At the close of Mr. Chotteau's remarks, the above committee determined to lay the matter before the Board of Trade, which meets in about two weeks, and to recommend the appointment of a commission to consist of five members, three to be selected from the Board itself, and two others having no connection with it.

That commission was afterwards organised as follows: Decatur H. Miller, R. A. Fisher, William H. Perot, G. A. Von Lingén, W. W. Spence, James Carey Coale, E. de Merolla.

## VI.

## PHILADELPHIA

*Board of Trade, April 18th, 1878*

PRESIDENT: FREDERICK FRALEY

Messrs. Fraley, Allen, French, Cramp, and Gillespie, the committee of the Board of Trade appointed at the last meeting of the Executive Council of that body to confer with Mr. Léon Chotteau, the delegate of the Franco-American Commercial Treaty Commission in regard to the proposed treaty, met that gentleman at the office of the Centennial Board of Finance to-day.

The object of Mr. Chotteau's visit to this country is stated in a circular, or "Appeal of the French Committee to the People of the United States." The Appeal sets forth that there is at present no Treaty of Commerce between France and the United States, and that it is important, if possible, to convert, for the more ready interchange of our respective products, the general tariff into a conventional one, which should be rendered acceptable to all parties interested prior to its ratification at Washington and Versailles. A committee for this purpose has been formed in Paris, and it is desired to form a similar one in this country, so that the way may be paved for a Franco-American Congress, to be held in Paris during the Exhibition of the present year, the results to be submitted to the respective Governments.

The meeting was organised by Mr. Frederick Fraley taking the chair, and Mr. Gillespie acting as secretary, and then Mr. Chotteau being invited to speak addressed the committee.

Mr. Fraley asked what action Mr. Chotteau desired to have done by the Board of Trade, in order to bring about the end he desired to see accomplished.

Mr. Chotteau replied that the purpose was to establish committees in the commercial organisations of the different cities of the United States, which committees shall constitute a national committee to consider the subject.

Mr. French remarked that the only organisations in the city which he believed would take any interest in the matter were the Board of Trade and the Commercial Exchange.

Mr. Cramp suggested the Industrial League, to which Mr. French replied that that was a one-sided organisation which favoured protection and advocated that doctrine only.

Mr. Cramp said that all the interests connected with the Industrial League were opposed to commercial treaties.

Mr. Fraley said that he supposed it was the intention of Mr. Chotteau to have committees appointed in the several commercial marts of the country upon whom the consideration of this subject would be imposed.

He said he was opposed himself, and would say it frankly, to the regulation of trade with any country by a commercial treaty, for it would lead to disastrous results. To admit by a commercial treaty with France, a certain class of goods which are shipped from that country, and then prohibiting the same class of goods coming from Germany would cause the enactment of laws in Germany which would damage the interests of our own country. A commercial treaty has also been negotiated between Great Britain and Germany on the same principle as the one with France.

In reply to a question from Mr. Allen, Mr. Fraley stated that the treaties of France with Great-Britain could not be introduced as a parallel case, as the tariff of England was comparatively moderate.

Mr. Fraley said if it was possible by a treaty to have certain goods from this country admitted there, which are now taxed to the verge of prohibition, and in lieu of that to make concessions to France in the exportation of her goods, then he believed it would be well at least to discuss the question.

Mr. Chotteau was asked if it would be consistent with his wishes if the committee were to present to the Board of Trade a resolution providing for the appointment of a committee to confer with similar bodies in other cities.

He answered affirmatively, and the committee agreed to a motion to that effect, after which an adjournment took place.

## VII.

# NEW ORLEANS

*Cotton Exchange and Chamber of Commerce, April 29th, 1878*

PRESIDENT : GENERAL CYRUS BUSSEY

On motion of Mr. J. B. Lafitte, a committee on resolutions was appointed as follows: Messrs. J. B. Lafitte, Schreiber, Buck, Limet and Burwell.

While the committee were considering a report, Mr. Chotteau, by invitation, made some remarks in French. He gave a brief account of the organisation of the Paris committee. He referred to his visit to Washington, where he was received with much more consideration than he expected, and he succeeded in enlisting the interest of a large number of members of Congress. He said he would go from New Orleans to St. Louis, Cincinnati, Chicago, and thence to San Francisco.

Mr. Lafitte, from the committee, presented the following resolutions, which, on motion of Mr. W. C. Black, were adopted:—

The committee appointed to draft resolutions for the consideration of this meeting beg leave to respectfully submit the following report :

Your committee deem it unnecessary to enter into any argument to prove that the adoption of a treaty of commerce between France



and the United States could not fail to be of great benefit to both countries, by promoting a freer interchange of their respective products and manufactures. It is, however, proper to add, that our State and section have a special interest in any measure that will remove unnecessary obstructions to the commerce between the two countries.

Without entering upon details, which would expand this report to undue length, your committee would call special attention to the importance of reducing the duties upon the lower grades of the red wines of France, which in our climate are not only conducive to health, but also promote the cause of temperance by diminishing the use of ardent spirits.

In order, therefore, to give all the aid and countenance in our power to the movement inaugurated in Paris, we recommend the adoption of the following resolutions :

Resolved, That a committee of thirty be appointed, to be known and designated as "the permanent committee on Franco-American trade," which committee shall be authorised to correspond and confer with the French committee in Paris; to appoint delegates to the convention to be held in Washington City; and to adopt such other measures as may be necessary and proper to promote the adoption of a Treaty of Commerce between France and the United States.

Resolved, That the President of the New Orleans Cotton Exchange, the New Orleans Chamber of Commerce, and the Chambre Syndicale Consultative du Commerce Français de la Nouvelle Orleans be, and they are hereby requested to appoint ten members each of the permanent committee.

Resolved, That the Presidents named in the foregoing resolution be and they are hereby requested to jointly appoint five delegates to attend the Franco-American Congress, to be held in Paris.

Resolved, That the thanks of this meeting be and are hereby tendered to Mr. Léon Chotteau for the able manner in which he has performed the duties of his mission as delegate of the French committee.

JOHN. B. LAFITTE,  
A. SCHREIBER,  
W. M. BURWELL,  
SAMUEL H. BUCK,  
F. LIMET.

Gen. Bussey stated that the committee provided for by the resolutions would shortly be announced.

The meeting then adjourned.

VIII.

CINCINNATI

*Chamber of Commerce, May 3rd, 1878*

PRESIDENT : JOHN W. HARTWELL

After the speech of Mr. Léon Chotteau, a committee of five was appointed.

IX.

SAINT-LOUIS

*Merchants' Exchange, May 6th, 1878*

PRESIDENT : JOHN A. SCULDER

The meeting has resolved the appointment of a special committee.

Later the Merchants' Exchange appointed as delegates to the Franco-American conference of Paris :

Hon. Charles P. Chouteau ; Captain Geo. H. Rice, Emile Karst and D. P. Stovale.

X.

CHICAGO

*Board of Trade, May 9th, 1878*

PRESIDENT : WILLIAM DICKINSON

The Executive Committee of the Board of Trade met in the Secretary's office to receive M. Léon Chotteau, who comes here as a

delegate of the Parisian committee organised with a view to secure a new Franco-American Treaty for the better protection of the commercial interests of both countries. The members of the Committee present were : Messrs. J. H. Norton, William Dickinson, and A. H. Young.

Mr. Chotteau, after his reception by the committee, delivered an address.

Following the delivery of the address, an informal talk was indulged in by the members of the committee. While all admitted the propriety, and even security, of such a treaty as would bring about the freest commerce between the two nations, it was thought, as things were now, the idea of absolute free trade was not practicable. At present a treaty existed between this country and Great Britain, which provided that that country should have as favorable commercial relations with the United States as might exist with any other foreign country. Thus, it was contended, if the United States should make any treaty with France providing absolute free trade, such action would lay this country open to the charge of having broken faith with England. The sentiment of the West, all thought, was in favour of the freest consistent commercial intercourse.

The Executive Committee finally agreed to lay the whole matter before the Board of Directors, and assured Mr. Chotteau that some steps would be taken to secure the presence of a representative from Chicago at the projected Paris convention.

For the favorable action of the committee and friendly disposition manifested toward the project, Mr. Chotteau thanked the representatives of the board.

## XI.

### SAN-FRANCISCO

*Chamber of Commerce, May 20th, 1878*

PRESIDENT: JAMES C. PATRICK

Alexander Weill offered the following resolutions, which were adopted :—

Whereas, A Committee has been formed in Paris for the purpose of establishing the basis of a Treaty of Commerce between France and the United States, and

Whereas, Mr. Léon Chotteau, a member of said Committee, has been delegated to visit the commercial manufacturing centres of

the United States with the mission of organising a like committee in this country, who, by its co-operation with the Paris Committee, would cause the formation of a Franco-American Congress for the discussion of this important question, and

Whereas, It is the sense of this Chamber, that the consummation of such a treaty would promote the interests of the two nations, and tend to the development of the natural resources and commercial importance of the United States, now therefore, be it

Resolved, That the Chamber of Commerce of San Francisco, in meeting duly assembled this 20th day of May, 1878, expresses its adhesion to the project of forming a Treaty of Commerce between France and the United States, and desires to join its sister States of this Republic in seconding the movement to connect more closely the commercial relations between France and the United States.

Resolved, That this Chamber, representing the commerce and industry of California, takes pleasure in cordially welcoming to the Pacific Coast, Mr. Léon Chotteau, and extend to him its earnest co-operation in the mission with which he has been entrusted.

Resolved, That this Chamber, through its President, appoint a Committee of five members, fully empowered to represent the Chamber of Commerce of San Francisco at a meeting of delegations from the principal cities of the United States, to be held in Washington, D. C., at some time to be hereafter determined.

Resolved, That the President and Secretary of this Chamber be and they are hereby instructed to issue to the members of this Committee the necessary credentials as representatives of this Chamber of Commerce of San Francisco.

The following gentlemen were appointed on the Committee :

Alex. Weill, C. A. Low, E. Grisar, W. T. Coleman and S. L. Jones.

The meeting then adjourned.

The Committee selected Henry L. Davis to represent the Chamber at Washington, and the credentials were forwarded immediately.

## XII.

# WASHINGTON

*National American Committee, June 6th, 1878*

PRESIDENT : SENATOR J. B. EUSTIS

After the speech of Mr. Léon Chotteau, the National American Committee, formed of the Central Committee of Washington, and of all the local committees, provoked that answer to the French committee :—

*See page 58*





*To the honorable Menier, representative of Seine and Marne, president of the committee organised at Paris for the purpose of inviting a popular movement on behalf of a Franco-American Treaty of Commerce.*

MR. PRESIDENT : That no commercial treaty exists between France and the United States is a matter to be deplored.

Why two countries, having so many historic memories in common, and bound together by so many ties of sympathy, should have been so sundered in their commercial relations, can only be accounted for by supposing that the public attention has never been sufficiently awakened to the fact.

The diversity of the natural products and manufactories of the two countries is such that they cannot be rivals. Each produces in a very large measure what the other wants, and we cannot conceive that any political theory should forbid the closest commercial relations between nations thus situated.

The United States is teeming with products which should find a market in France ; and if we sell to you, it is a natural and inevitable result that we shall buy from you.

We are, therefore, prepared to cordially co-operate in directing the patriotic sentiment of France and the United States to the great advantage which must accrue equally to each country by such an adjustment of import duties, through a conventional tariff, as will increase its trade and develop its resources.

We quite agree with you that such a change can best be made effectual and mutually profitable in being initiated after careful consideration, by practical men ; and your suggestion that we should combine our efforts to prepare the way for a Franco-American Congress, is a wise one, which meets with our hearty approbation.

Let us present this subject to the French and American people in such a way as must commend itself to their judgment and interest—and, if possible, in a manner that will meet the approval of all candid persons, and excite the antagonism or prejudice of none.

This restricting commercial intercourse should no longer be allowed to exist between the two great republics which are seeking their highest development in practising the art of peace.

#### CENTRAL COMMITTEE OF WASHINGTON :

Senator J. B. Eustis, of Louisiana, *President*.

Representative Benj. A. Willis, of New York, *Vice-President*.

A. Pollok, *Vice-President*.

Ernest Brulatour, *Secretary*.

#### MEMBERS :

Senator Benj. H. Hill, of Georgia ;

„ M. C. Butler, of South Carolina ;

„ Aaron A. Sargent, of California ;

**MEMBERS—Continued.**

- „ Henry L. Dawes, of Massachusetts ;
- „ M. H. Barnum, of Connecticut ;
- „ Stanley Matthews, of Ohio.
- Representative Randall L. Gibson, of Louisiana ;
- „ N. P. Banks, of Massachusetts ;
- „ Jacob D. Cox, of Ohio ;
- „ J. H. Acklen, of Louisiana ;
- „ John R. Tucker, of Virginia ;
- „ Leopold Morse, of Massachusetts.

Local Committees of Boston, New York, Baltimore, Philadelphia,  
New Orleans, Cincinnati, St. Louis, Chicago, and San Francisco.

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# SECOND CAMPAIGN

## AMERICAN GOVERNMENT

Mr. Léon Chotteau was received at a quarter to eleven on the morning of Monday 27th of January, by Mr. President Hayes. He was accompanied by General N. P. Banks, member of the Congress and by Messrs. A. Pollok, advocate at Washington, General Young, of Georgia, and James Hodges, of Baltimore.

Mr. Chotteau said to the President of the United States :—

You see me here again in your country. Last year my mission had for its object to invite the American people to name some delegates to lay down at Paris the basis of a treaty of reciprocity between France and the United States. Those delegates, joined to a certain number of French, have taken cognisance that no treaty exists between the two Republics, and that one ought to be concluded.

At present, the object of my mission is to collect the opinions of the Chambers of Commerce of America. When about the months of June or July I shall have in hand the reports of all the groups interested, I will communicate them to you. I shall take care to join to these documents the decisions of the Chambers of Commerce of France, and the French Committee will make the same communication to the Government at Versailles. Then, so far as it concerns you, I hope that you will give to the question all the attention which it deserves.

I should be happy to remit to you before the months of June or July the answers of the great industrial centres of France and of the United States, but the distance which separates Boston from New Orleans, New Orleans from San Francisco and San Francisco from Washington is long, very long! I have many places to go to, many meetings to organise before I shall be able to make known to you the true sentiment of the nation which you so wisely and worthily represent.

Pardon me if I shall terminate my course at an epoch some what distant from that which I have just indicated.

Mr. President Hayes requested Mr. Chotteau to furnish him with some information upon the progress of the propaganda in France. He promised then to examine carefully the question at an opportune time. He showed himself exceedingly courteous to the French delegate and to the gentlemen who had kindly accompanied him.

STATE DEPARTMENT  
A LETTER FROM HON. WM. M. EVARTS

*Secretary of State*

The Secretary of the Baltimore Board of Trade, Mr. George M. Porter, received the following letter :—

*Washington, D. C.*

*Department of State, April 18th, 1879.*

DEAR SIR,

I have to acknowledge the receipt of your letter of the 12th inst., and the accompanying report of the special Committee of Baltimore Board of Trade upon the subject of a treaty of reciprocity between the United States and France. In reply, I desire to express to you the deep interest which this department feels in every attempt to liberalise our commercial legislation, and to encourage and expand our foreign trade. The proceedings of the Baltimore Board of Trade are therefore noticed by the department with great interest and will receive the respectful attention due to their importance.

WM. M. EVARTS.

CONGRESS OF WASHINGTON  
46TH CONGRESS—FIRST SESSION

*House of Representatives*

*Wednesday, April 23rd, 1879.*

The house met at twelve o'clock. Prayer by the Chaplain, Rev. W. P. Harrison, D. D.

The Journal of yesterday was read and approved.

The Speaker :— The next business in order during the morning hour is the call of States and Territories for resolutions under Rule 52.

TREATY WITH FRANCE

Mr. Fernando Wood. I offer the following resolution :—

Resolved, That the President be respectfully requested to consider the expediency of entering into a convention with the government



of France for the negotiation of a treaty which shall secure a more equal interchange of the products and manufactures of each country and serve to cement closer relations of amity, trade, and commerce.

Unless some one desires to discuss the resolution, I call the previous question.

The previous question was seconded and the main question ordered, and under the operation thereof the resolution was agreed to : ayes 82, noes not counted. Mr. Fernando Wood moved to reconsider the vote by which the resolution was adopted ; and also moved that the motion to reconsider be laid on the table. The latter motion was agreed to.

## IN THE SENATE OF THE UNITED STATES

*May 15th, 1879*

M. Cockrell asked and, by unanimous consent, obtained leave to bring in the following joint resolution, which was read twice :—

### JOINT RESOLUTION

Providing for a treaty of reciprocity and commerce with the Republic of France.

Whereas, The conditions of trade and commerce existing between the Republic of France and the United States of America demand the enlightened attention and consideration of both governments ; and

Whereas, It is the desire and the interests of the people of the United States to maintain the most friendly relations with the people of France, and to establish and increase trade and commerce between the two countries and to giving and maintaining stability and security thereto, therefore,

Resolved, by the Senate and House of Representatives of the United States of America, in Congress assembled, that the President of the United States of America be, and hereby is, authorised and requested to open correspondence with the Government of the Republic of France with the view and for the purpose of entering into and establishing a treaty of reciprocity and commerce with that government upon terms and conditions alike honorable and just and reciprocally beneficial, and, if deemed necessary, to appoint, by and with the advice and consent of the Senate, three commissioners on behalf of the United States, to conduct the negotiations preliminary to the making of such treaty ; the compensation of said commissioners to be fixed by the Secretary of State.

## I.

## BOSTON

*Board of Trade, January 26th, 1879.*

PRESIDENT: RUFUS S. FROST

Hon. Rufus S. Frost, president of the Board of Trade, has appointed the following committees, agreeably to the vote passed at the meeting: On the proposed Franco-American commercial treaty, Messrs. John W. Candler, E. R. Mudge, George William Bond, J. M. S. Williams, Jerome Jones; on a national bankrupt law, Messrs. Joseph Sawyer, Thomas E. Proctor, Thomas Dana.

## II.

## BALTIMORE

*Board of Trade, February 18th, 1879*

PRESIDENT: DECATUR H. MILLER

A committee of five had been appointed by the Baltimore Board of Trade, and the following resolution was agreed upon:—

Resolved, That this committee having heard with great interest the remarks of Mr. Léon Chotteau upon the subject of a reciprocity Treaty of Commerce between France and the United States, and recognising the great importance thereof, would urge upon the Board of Trade at an early date to take up the subject and initiate such measures as will be most effectual in promoting this object.

W. W. SPENCE,  
JAMES CAREY COALE,  
ROBERT A. FISHER,  
JAMES HODGES,  
E. DE MEROLLA,

*Committee.*

## RESOLUTIONS

*Voted by the Board of Trade, held in April, 1879*

At the monthly meeting of the Board of Trade, Mr. D. H. Miller, President, in the chair, and present Messrs. Israel M. Parr, Robert A. Fisher, Henry C. Smith, George F. Frick, John R. Seemuller, S. P. Thompson, James Carey Coale, Andrew Reid, W. H. Perot, Robinson W. Cator, Eugene Levering, H. Irwin Keyser, Thomas Poultney, Jr., Stephen Bonsal, Hiram Woods, Samuel E. Hoogewerff, John E. Hurst, and the secretary Geo. U. Porter.

The special committee, Mr. Robert A. Fisher, chairman, upon the subject of a reciprocity treaty with France, reported that on February 18th they were addressed by Mr. Léon Chotteau, of Paris, in behalf of such a commercial treaty between France and the United States. They spoke in high terms of the address of Mr. Chotteau, and passed a resolution as follows: "That the Board of Trade of Baltimore, fully recognising the importance of treaties of reciprocity in extending our commerce with foreign countries, and believing that opportunities are now presented of promoting and developing our trade with France by a treaty of this character, would respectfully urge upon the government of the United States the initiation of such measures as will tend to bring about so desirable a result." It was also resolved to forward a copy of this resolution to Hon. Wm. M. Evarts, Secretary of State. The report was signed by the full committee—Messrs. Robert A. Fisher, W. W. Spence, James Carey Coale, James Hodges and E. De Merolla.

## III.

## NEW YORK

*Chamber of Commerce,\* March 6th, 1879*

PRESIDENT : SAMUEL D. BABCOCK

## RESOLUTION PASSED

Whereas, Mr. Léon Chotteau has this day represented to us the desire of many Manufacturers and Commercial men of France for more extended and freer business relations with America, and

Whereas, This Chamber sympathises most heartily in this movement, but without sufficient facts before it to justify an expression and intelligent opinion of the basis on which such freer intercourse should be placed, therefore

Resolved, That the whole subject be referred to a special committee, whose duty it shall be to inquire into and report to this body, at a subsequent day, such information and facts as will enable this Chamber to act intelligently.

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\* Letter of JACKSON S. SCHULTZ, Esq., to LÉON CHOTTEAU

*[This letter had been sent to Mr. Chotteau's address, in Paris, and was forwarded from there here, and received only the latter part of February :]*

NEW YORK, July 20, 1878.

MONSIEUR LÉON CHOTTEAU.

*Honored and Dear Sir.*— The liberal and fraternal sentiments which were uttered by you on so many occasions, both public and private during your recent visit to this country, gives rise to the hope that the approaching commercial convention, which is to meet at Paris will point out the way in which these sentiments will find popular and official expression.

To make your action effective, you will require specific information in regard to the leading industries of the two countries.

In the hope that I may give information or suggestions that will be of service, I shall take the liberty of presenting the views and wishes of my own trade, which, as you know is the general "Leather" industry with special leanings toward the heavy leather manufacture known in commerce as "Sole Leather." But in addition to correct and specific information in regard to the laws of production and consumption in the two countries, you will require to know something about the relations which this great economic subject bears to the political condition of these countries. In this country we have a settled policy in regard to the form and sources of "Taxation." Our system requires that for the most part our revenue shall be derived from foreign imports. It will therefore lead to no practical results, if in your deliberations you come to the conclusion that absolute free trade should be established. Our system goes a step further, and contemplates that "luxuries" which the rich and well to do consume, must pay a greater proportion or per centage, than goods which are consumed by the middling or poorer class. This consideration is specially important in your deliberations, because, most of the



goods made by the French Artisans and Mechanics, come within this latter classification, and will therefore be subject to a higher rate of duty not because we desire to discriminate against France, but because of this public policy which has become a fixed and recognised principle in our system of taxation. Consider also that your conclusions will be combated by an influential class in this country known as "protectionists," a class who claim that "government" is bound to exclude foreign competition, and thus give our Artisans and Mechanics the monopoly of the home market. But this latter class are also found in your country, their importunities may be safely ignored, since if their views are heeded no progress at all can be made in ameliorating the trade relations of the world.

The practical results you seek must come in one of two ways. 1st. From a direct modification of the tariff regulations of the two countries, or 2d. By a new treaty or modification of the present one.

But in either case one or both Houses of Congress must pass upon the change.

If by treaty, then the President and the Senaté, and if by the modification of the tariff, then the both branches of our "Government." You will do well not to underestimate the difficulty of getting this co-operation and whatever conclusions are reached must have very clearly in view and hold out promise of increased trade in the leading industries of the country, and this without a diminished revenue to the government.

Both of these propositions can be maintained and these results secured. It will be my purpose to show that the "leather industries of the two countries are capable of this solution, and this industry it appears to me, is as intricate and involved in its relations as any that can be named. Both France and the United States are large manufacturers of leather. All descriptions of leather are made by each, and by reason of the government tax each class has been about equally secured against foreign competition. Without such protection and interference, it is very clear that France would make the light leathers and the United States the heavy leathers; and an exchange would result beneficially to both. At present the trade is hampered with a tax of about twenty-five per cent. This is so high as to materially interfere with the natural exchange, and the result is becoming more and more evident by each year's return that soon we shall have no trade at all in leather between France and the United States. Indeed, at the present time our direct trade is merely nominal. But we have a large indirect trade, which, under your discriminating policy, may continue. We are obliged to employ factors living in Great Britain, Germany and elsewhere as go-betweens. These agents must be paid, and indirect freights must be added to the list of charges. It is no answer to say that this traffic is illicit, and will be stopped. Since if the French consume English sole leather, they make just as much room for our cheap "sole leather" in "Great Britain," and thus the laws of trade prove an overmatch for the devices of men.

Practically the manufacturers of shoes in France have seen for several years that their trade with "Central" and "South America" has been passing into the hands of their Swiss and English competitors, and mainly for the want of cheap sole leather; such as the United States so abundantly supplies. The impolicy of the discriminating tariff which France imposed upon her trade with the United States, must ultimately be made manifest to the dullest comprehension.

If there was no other fact or illustration than the one familiar to the leather goods manufacturer, it would be enough to insure this result. No nation in Europe can effectively maintain much longer, discriminations against a country as varied in her industries and a commerce so widespread as the United States.

The attempt to do this, must result as it has in the case of France in imposing a tax on her general industries too great for them to bear.

The immediate and temporary way out of this difficulty is for us to insert in our treaty that "favoured nation clause" by which we may be put on terms of equality with Great Britain, Germany and others in our trade relations.

It would seem, however, natural for the French members of the Convention to say, "If we do this, it has been our custom to exact some concessions in return." "What do you Americans propose to give us in exchange?" We only tax your heavy leathers as much as you tax our light leather, and since you concede that direct trade between us must stop unless there is a modification of our respective tariffs, "What do you propose to give us in exchange for the new concessions in order to give new life to this industry?" My answer would be this, *We will agree with you on a tariff that*

shall give the largest revenue to our respective governments. With the present light upon the subject, I should say that 10 per cent. *ad valorem*, or about two cents per pound, on sole leather, and ten to twelve cents per pound on "calf" and "kid," would accomplish this result. This concession would raise our international trade to five millions of dollars the first year, and to many times this within ten. The general trade between France and the United States, as compiled by our Customs Department, between 1874 and 1877, is as follows:—

Domestic Exports to France.		Imports from France.	
1874 .....	\$48,729,429	1874 .....	\$64,011,649
1875 .....	50,133,711	1875 .....	71,388,857
1876 .....	45,993,647	1876 .....	59,134,623
1877 .....	46,233,793	1877 .....	56,370,535

The balance of trade between our respective countries, it will be seen by the above figures, is greatly in favour of France and against us.

But the totals indicate very great restrictions, for it is inconceivable that two such great nations should have such a limited commerce as these totals would indicate, especially as their climate and industries are so varied and dissimilar. If we take our leather industries as an illustration, we will find even a greater disparation in our exchange. Including gloves, we have of late years imported from France about four and one-half millions of dollars worth of leather, while we have exported hardly more than twenty-four thousand dollars' worth of leather and leather goods of all kinds to that country.

A much larger amount of our sole leather than is here indicated has no doubt found its way into French consumption, but not through the regular channels of direct trade. In a close analysis of leather trade between the two countries, it would be desirable to separate the "gloves" from the "calf," kid and other light leather. But, unfortunately, our methods of compiling trade statistics are so imperfect and recent as to furnish no accurate data on this point. But, I judge, that fully half the leather importations from France are calf, kid and morocco, manufactured in France, while the remainder is made up of glove and light leathers, manufactured in Germany and Switzerland, and only shipped from a French port. This fact, however, may be assumed that with a duty in common to the two countries of about 25 per cent. *ad valorem* that we buy from France ten times as much in value of light leathers as she buys from us of heavy. The statistics of the light and heavy leather industries of this country, when contrasted with the same classification in France, would show that relatively we are as efficient and advanced in the heavy leather manufacture as they are in the light leathers, and *vice-versa*. In other words, that a freer exchange would benefit a much larger number of manufacturers in both countries than the present restrictions either can or does. The cost of freight is inconsiderable. It is scarcely more expensive than between our respective states; and it is a conceded and accomplished fact that in this country our heavy leathers are manufactured in the interior, where the tanning material is cheap and abundant; while our light leathers are, for the most part, manufactured on the sea-board and in our large cities. Our exchange of these products is not regarded as obstructed by a few hundred miles of distance, costing on the average, perhaps, five dollars per ton—why, therefore, should the greater distance, but really the same cost, prevent the French and American manufacturer of leather from making an exchange of these products profitable to both?

There are many considerations which might be enlarged upon, of a local and expert character, which would show the true economies of this exchange. These details would be out of place in a popular discussion of this general subject. Such, for instance, as the fact that France, indeed, all of Europe, abounds in light raw goods, calf, kid and goat, with the tanning material (Sicily sumac) much nearer to them than to us, while our new and rapidly growing country is *raising* their calves and lambs, and we have no goats and no kid skins of our own. On the other hand, we have a very large supply of heavy neats cattle, with an abundant supply of oak and hemlock bark to tan them. Considerations of this character, which are fully appreciated by the trade expert, all point to a freer exchange as most desirable.

In France, as here, those who will be unfavourably affected, will not approve this innovation. But, in both instances, it will be the minority yielding to the majority, and in one instance a very small minority. I will not argue, as I might, that a freer exchange would soon lead manufacturers of heavy leathers in France, and light

leathers here, to adjust themselves to the new order of things by converting their capacity to meet the change, or in buying their raw material at prices so much cheaper than at present as to overcome in part the disparity at present existing. But no effort in this direction will wholly overcome the advantages of the French manufacturer of light leathers, and those of the American tanners in heavy sole leathers. They should and must be friends and co-labourers in the work of supplying the people of the world with the cheapest leather by the use of such means as nature favours. This is the law, and we should obey.

It by no means follows that under the operation of a ten per cent. *ad valorem* duty that no light leathers would be made here; or heavy leather in France. This result may safely be left to the open competition which this freer commerce would inspire. If the ten per cent. was honestly and uniformly collected from all exchange in leather, it may safely be assumed that all commerce which could bear these burthens, will be sanctioned by public policy and serve the common interests. Some recent public suggestions of the shoe and leather manufacturers of Paris would indicate their acceptance of this modification of our respective tariff laws. I wish I could assure you of the hearty co-operation of the manufacturers of all kinds of leather and leather goods in the United States in this reasonable policy. I fear that such result cannot be hoped for. But as government is instituted among men for the promotion of the greatest good to the greatest number, may we not assume that such interference will come to your aid and ours, and finally bring about between France and the United States a friendly commerce, as there is at present both kindly political and social relations?

Fraternally yours,

JACKSON S. SCHULTZ.

## UNITED STATES BOARD OF TRADE

*March 12th, 1879*

PRESIDENT: ELLWOOD E. THORNE

## RESOLUTION PASSED

The following resolution, presented by Nathan Appleton, President of the Committee on Resolutions, has been unanimously voted:—

Resolved, That the United States Board of Trade expresses its thanks to Mr. Léon Chotteau, delegate of the French committee, for his interesting address.

It recommends that the Boards of Trade and Chambers of Commerce throughout the land discuss the subject of the proposed

Treaty of Commerce, of which the object is to increase trade between the two countries, and make reports thereon, as soon as practicable, to the delegate of the French committee directly.

## SILK ASSOCIATION OF AMERICA

*March 13th, 1879*

PRESIDENT: FRANK W. CHENEY

Mr. Chotteau was thanked for his courtesy in presenting the subject. The matter was referred by the Association to its Revenue Laws committee.

### IV.

## PHILADELPHIA

*Board of Trade, March 17th, 1879*

PRESIDENT :: FREDERICK FRALEY

### RESOLUTION VOTED

By which the subject was referred to a committee of five, composed of

HON. FREDERICK FRALEY,  
GEORGE N. ALLEN,  
CHARLES H. CRAMP,  
CLAYTON FRENCH,  
THOMAS L. GILLESPIE.



*Commercial Exchange, March 18th, 1879*

PRESIDENT : S. JENKS SMITH

## RESOLUTION PASSED

At the conclusion of Mr. Chotteau's remarks, Mr. Wm. Brockie offered the following resolution, which was adopted :—

Whereas, Mr. Léon Chotteau has placed before us the desire of many prominent citizens of France for an improvement of the commercial relations of the two countries ; and

Whereas, This meeting is in sympathy with all movements which will tend towards the extension of the foreign trade of the United States, and of Philadelphia in particular, therefore,

Resolved, That this meeting, being unable to express a definite opinion in regard to the basis upon which such intercourse should be improved, without due deliberation and consideration, hereby refers the subject to the Committee on Legislation, with instructions to report to this body on a future occasion.

## V.

## NEW ORLEANS

*Cotton-Exchange and Chamber of Commerce, April 7th, 1879*

PRESIDENT : JOHN B. LAFFITTE

## THE RESOLUTIONS

Whereas, The domestic production of articles most essential to the military defense or social comforts of the people of the United States, is now so well established as not only to have rendered them independent of foreign competition, but also of special protection ; and

Whereas, This established industry has not only proved sufficient to supply our domestic demand, but produces a surplus for which an additional foreign market adequate to the consumption of its great and growing values is required ; and

Whereas, There is a marked tendency on the part of some European nations to impose new duties on our agricultural products, as well as

on our manufactured articles—it being proposed in Russia to tax our cotton, in Germany to adopt a protective tariff which will bar all animals raised in this country and on Western products, and in Great Britain to raise a tariff on cotton yarns ;

Whereas, France is now renewing her commercial treaties with European powers and has already renewed them with Spain, Italy and Great Britain, and it is now offered on her part, through the committee represented by Mr. Léon Chotteau, to conclude with our government a commercial convention, by which our agricultural products, now admitted free of duty, would be guaranteed the same privilege during the length of said convention, our manufacturers, many of which are now entirely prohibited, whilst most of the others are virtually so, would be admitted at the same low rates of duties as those of nations having reciprocal treaties with France ; and

Whereas, It has been demonstrated by the recent great Universal Exposition in Paris, that many American industries would find a ready sale in the French markets if they could be imported under the conventional, instead of the general tariff—namely, our cotton fabrics, carriages, watches, leather goods, agricultural and other machinery.

Whereas, New Orleans, as the key port of the Mississippi Valley, containing eighteen millions of inhabitants, is greatly interested in the adoption of a convention by which our exchanges would be vastly increased ;

Whereas, The United States government, by the treaty concluded June 3, 1875, with the King of the Hawaiian Islands, has recognized the principle that consumers of prime articles of food have a right to be protected, by granting to the inhabitants of the Pacific States the privilege of importing free of duty from the aforesaid islands, for their consumption, rice, sugar and other commodities of life, it being argued, on the part of those States, that they had to pay heavy cost of transportation when obliged to draw them from the Atlantic States ; and

Whereas, As consumers of wine, we can equally argue that we have to pay exorbitant prices for our table wines, either on account of the costly transportation, which more than doubles the price of California wines, or the high duty (above 100 per cent. ad valorem) imposed on French wines ;

Whereas, As shown by the example of the treaties between France, on the one part, and Italy and Spain on the other ; the American wine growers would find a reciprocal reduction of existing tariffs a practical advantage, resulting from a more general use of wine as a daily article of food, and from a ready sale of their products for mixture with French wines, which would offer to consumers a cheaper and more suitable article for table use, and resulting also in the possibility of exporting American wines to France for consumption or mixture, as it is the case for Italian wines :

Now therefore,

Be it resolved, That the present uniform and indiscriminate rate of duties imposed by our law upon all foreign importations, with the unmeaning and delusive provisions contained in many of our treaties, by which the products of the contracting powers are admitted to reciprocal consumption on the terms of the most favored nations, has restricted the foreign commerce of the United States within certain channels and with certain countries, wholly inadequate to relieve the grievances complained of or to secure the development referred to.

Resolved, That the Executive and Legislature of the United States be and they are hereby requested to review their treaties of commerce and amity with foreign nations, with the object of ascertaining whether special or conventional tariff cannot be negotiated with such countries, under which the exportable surplus of the United States, whether manufactures, cotton, corn, animal food, or other raw material, may not be enabled thereby to find a market abroad and to become a medium of remittance in liquidation of the great specie balance annually resulting from our commerce with countries producing articles which cannot be produced in the United States as cheap as elsewhere.

Resolved, specially, That as a commercial community representing the vast export trade of the Mississippi Valley and the interests of many millions of consumers, we strongly urge upon the general government the propriety of entering with the Republic of France into a commercial treaty, by which, during the length of said treaty, our agricultural products may be guaranteed against any taxation, our manufactures admitted at the same rates of duties as those of Great Britain or other favored nations, and which will permit American consumers to obtain at reduced rates products and manufactured articles of France.

Resolved, That we request our representative in Congress to favour any bill having for its object to recommend to the government such a treaty or to facilitate the adoption by the necessary revision of the existing tariff.

FELIX LIMET,  
WM. M. BURWELL,  
J. LORBES.

Col. Bush moved that copies of the resolutions be sent to the President and both houses of Congress.

A motion was made that thanks be returned Mr. Chotteau for the efforts he had displayed in furthering the object so much desired.

Col. Burwell seconded the motion heartily, stating that Mr. Chotteau represented the idea of breaking down the ruinous and execrable tariff established by the United States Government against itself. He briefly sketched the unhappy effects this tariff had on the commercial interests of the State, and showed how little more than one-

fifth of the Mexican and Central American trade passed our doors on account of the tariff.

The motion of thanks was adopted, to which Mr. Chotteau appropriately replied.

The meeting then adjourned.

## VI.

# SAINT LOUIS

*Merchants' Exchange, April 14th, 1879*

PRESIDENT : JOHN WAHL

## RESOLUTIONS

The following resolutions were offered by Hon. Geo. Bain and unanimously adopted :—

Whereas, we, the members of the Merchants' Exchange, of St. Louis, having listened with deep interest to the address of Mr. Léon Chotteau, the able delegate of the French committee, and to the interesting report of Mr. Emile Karst, presenting to us the present condition of trade between France and the United States, and, whereas it has been made evident to us that the said condition of trade is in a situation that calls for the enlightened attention of the Chambers of Commerce and Boards of Trade of the United States, and, whereas, the great producing West is specially concerned in this important question, therefore be it

Resolved, That it is of the greatest importance to the producers in the West of the grains, flour, meat and tobacco, forming the bulk of our exports, that an unhindered outlet be found for them in France, as well as with other nations, and that in the opinion of this meeting an equivalent concession in our tariff may fairly be granted to France by our government for that privilege, and be it further

Resolved, That it is the sense of this meeting that a Treaty of Commerce with France would in a great measure increase our present commercial relations with that country, and that we respectfully urge our senators and representatives in Congress to bring their influence to bear on the accomplishment of this desirable object, on such conditions as may seem to them just and equitable.



Resolved, That we invite the Boards of Trade and Chambers of Commerce of the United States, that have not yet reported on this important subject, to do so at as early a day as may be possible to them.

Resolved, That a copy of these resolutions be addressed to the senators and representatives of Missouri at Washington.

## VII.

### CINCINNATI

*Chamber of Commerce, April, 21st, 1879*

PRESIDENT: J. LESTER TAYLOR

On the presentation of Mr. Chotteau's address, the committee of the Cincinnati Chamber of Commerce, appointed to confer with him, submitted the following report:—

*To the President of the Cincinnati Chamber of Commerce.*

Your committee appointed to consider the subject of reciprocal trade relations between the United States and France, as presented by Mr. Léon Chotteau, a special representative of an association of citizens of France, who are working for this object, begs leave respectfully to report:

That it is apparent that the commerce between France and the United States is very much short of what it should be between nations which are producing commodities in vast quantities that are especially suited for exchange.

It is believed by your committee that the existing tariff systems of the two countries are bars to the proper and fullest development of their commerce, and that a judicious readjustment of the scale of duties on all articles of trade exchanged by them is called for by the highest consideration of mutual interests and of national comity.

In order to give formal expression to the sentiments of your committee on this important subject, we respectfully submit the following resolutions, believing that they cannot fail to receive the approval of the Chamber of Commerce, as well also of all persons concerned in the prosperity of nations which have so many bonds of sympathy and union as the two great republics—France and the United States of America.

Resolved, That commerce between the United States and France—now, in amount and variety of articles exchanged, so much beneath what it ought to be—is restricted by the crude tariff which is levied by both countries on articles in which each, by free exchange, may have trade without detriment to the other.

Resolved, That steps be taken to bring this matter to the attention of the United States government as will place the trade exchanges of the two countries on a footing that will best promote their rapid and fullest development.

Resolved, That the laborious presentation of the subject, "The Commerce of France and the United States," by Mr. Léon Chotteau, on the occasion of his two visits to our Chamber of Commerce, has our warm, appreciative recognition.

Most respectfully submitted,

S. LESTER TAYLOR,  
JAMES GILMORE,  
JOHN A. GANO,  
CHARLES H. KELLOGG, Jr.,  
WILLIAM AUBERY.

## VIII.

## CHICAGO

*Board of Trade, May 27th, 1879*

PRESIDENT : ASA DON

## RESOLUTIONS PASSED

The following resolutions, offered by Chas. Counselman, were unanimously adopted : —

Resolved, That this Board heartily endorses all propositions looking to the enlargement and promotion of the foreign trade of the United States, and especially regret the existence of any legislation tending to embarrass or restrict the natural course of the exchange of commodities between our own and other nations.

Resolved, That in the judgment of this Board, sound public policy demands the removal of all barriers to an enlarged commercial intercourse that are not absolutely necessary for the maintenance of the revenues of the country, and, all things considered, for the greatest good to the greatest number of our own people.

Resolved, That we cordially approve of the suggestions of Mr. Léon Chotteau, in behalf of the commercial interests of France, for a conference between France and the United States, with reference to readjusting the commercial relations of the two countries, to the end, that the present insignificant volume of the exchange of product may be greatly increased, to the mutual benefit of the people of each.

Resolved, That a copy of these resolutions be forwarded to Mr. William M. Evarts, Secretary of State, Mr. William W. Eaton, Chairman of Committee on Foreign Relations, and Mr. Fernando Wood, Chairman of Committee on Ways and Means.

At Chicago, Mr. Léon Chotteau received the following letter :—

### BOARD OF TRADE

*Secretary's Office, Chicago,*

*May, 28th, 1879.*

DEAR SIR,

I beg to enclose herewith a copy of resolutions adopted by the Board of Directors of this Board, at their meeting yesterday, on the subject of the question presented to the Board by you. On behalf of the Board, I take pleasure in expressing to you its thanks for the admirable and comprehensive manner in which you were able to bring this subject to the attention of the Board.

I am, very truly, your obedient servant,

CHARLES RANDOLF,

*Secretary.*

Following is Mr. Léon Chotteau's reply :—

*Chicago, Ill., May 29th.*

DEAR SIR,

I am very agreeably impressed with the thanks which you have addressed me in the name of the Board of Trade.

The Americans who think me only a Frenchman are deceived. I am at heart a citizen of the United States and a citizen of France ; and when I try to conciliate, harmonise the interests of these two countries, I prove my equal affection for the two republics.

Be so kind as to express my gratitude to the members of the Board of Trade, and believe me, dear sir, your most devoted

LÉON CHOTTEAU.

## IX.

## SAN FRANCISCO

*Chamber of Commerce, June 13th, 1879*

PRESIDENT: GEORGE C. PERKINS

The following resolutions, introduced by Mr. W. N. Olmstead, were unanimously adopted:—

Resolved, That this Chamber is decidedly opposed to the proposed reciprocity treaty with France.

Resolved, That our representatives in Congress be requested to use their utmost efforts to defeat any such treaty.

Resolved, That a committee of five be appointed by the Chamber to collect and transmit to our representatives in Congress, and the various Chambers of Commerce throughout the country, all necessary statistics and information as to the injurious effect such a treaty will have on this State.

The Chair appointed C. T. Fay, H. B. Williams, W. T. Coleman, I. M. Scott and D. J. Staples on such committee.

## RESOLUTIONS

*Adopted by the Committee of Five, June 17th, 1879.*

The Committee appointed by the Chamber of Commerce, on the 13th day of June, 1879, after the explanation given by Léon Chotteau, understand that the only question now pending between the governments of France and the United States is "whether it is necessary to ameliorate the commercial intercourse of the two countries and how to accomplish this object."

Therefore, The committee after being better informed

Have Resolved, That it will study thoroughly the question of a reciprocity treaty with France, without preconceived prejudice or bias, and that it will only have in view the best interests of California and of our whole country.

*Report of Committee of Five  
Aug 21, 1879*



## X.

## BRIDGEPORT (CONN.)

## RESOLUTIONS

*Voted by the Bridgeport (Conn.) Board of Trade.*

Mr. Léon Chotteau has received the following letter :—

At a Meeting of the Bridgeport Board of Trade, held March 11, 1879, the following Resolutions were adopted :—

Resolved, That the Bridgeport Board of Trade deem the general policy of reciprocal commercial treaties becomes the liberal tendencies of the age and true political economy ; that we would especially rejoice in such a treaty of the most liberal and reaching character between us and our ancient ally and a sister republic.

Resolved, That we deem the appointment of a Commission of our ablest men, combining the wisdom and experience of all classes of minds and interests for the construction of such treaties as one of the highest duties of our Government.

Resolved, That we recommend our National Board of Trade to address the request for the appointment of such a Commission to the Congress of the United States.

A true copy of the Record.

*Attest : R. B. LACY,*

BRIDGEPORT, *March 12th*, 1879.

*Secretary.*

## XI.

## SAINT PAUL (MINN.)

## RESOLUTIONS

*Adopted by the Chamber of Commerce of the City of St. Paul, Minnesota, at a regular meeting held May 5th, 1879.*

Resolved, That the thanks of this Chamber are hereby respectfully tendered to Mr. Léon Chotteau, delegate of the French committee,

for the copy presented by him, of his interesting address to the United States Board of Trade, March 12th, 1879, on the subject of commercial relations between France and the United States.

Resolved, That this Chamber, representing the business interests of the chief political and commercial city of the State of Minnesota, will cordially and energetically co-operate with kindred associations in this and other States, in the endeavour to secure by treaty between the two countries, the establishment of a permanent tariff based upon principles of a just reciprocity.

Resolved, That the President be requested to communicate a copy of these resolutions to Mr. Léon Chotteau, through the medium of the United States Board of Trade.

WM. D. ROGERS, *Secretary*.

HENRY H. SIBLEY,  
*President*.

## XII.

### RICHMOND (VA.)

#### FRANCO-AMERICAN TREATY

Mr. C. D. Hill, from the Committee on Commerce, submitted the following, which was read and (on motion of Mr. Potts) adopted :—

RICHMOND, VA., June 11, 1879.

*To the President and Board of Directors Richmond Chamber of Commerce :*

Gentlemen, — Your Committee on Commerce, to whom was referred documents explanatory of a proposed reciprocity treaty between France and the United States, so ably set forth at length in the remarks of Mr. Léon Chotteau before several Boards of Trade in the principal cities of this country, beg leave to make the following report :

With the limited time and resources at our command we hesitate to express any definite views upon a subject of such vast importance.

Still, observant business-men in the leading centres of this country have not failed to see that the great Powers of Europe are watching with deep interest and growing distrust the enormous growth in the volume and value of our exports, and the steady reduction in our imports. This must lead eventually to such a system of retaliatory

tariffs on our leading articles of export as shall seriously affect our foreign business, unless by prudent legislation we endeavor to secure liberal reciprocity treaties, and thus foster our foreign business. We therefore recommend the adoption of the following resolution :

Whereas, Mr. Léon Chotteau has so ably set forth, as the representative of many leading commercial people of France, their desire for improved commercial relations between the two countries ; and whereas this Chamber is in full sympathy with all prudent efforts on the part of our government to extend and improve our commercial relations ; therefore

Resolved, That this Chamber, being unable to give definite expression of opinion as to the basis on which such intercourse should be improved (it being wholly a question of national legislation), we recommend that the National Board of Trade of this country be requested to have this subject brought to the attention of our National Legislature, for the purpose of obtaining such action as shall best promote the end desired.

Respectfully submitted.

CHARLES D. HILL,  
LEWIS H. BLAIR,  
D. TIDEMAN,  
S. H. HAWES,

*Committee.*

On motion of Mr. Hill, a copy was directed to be sent to the French Consul, Mr. Chotteau, and to the National Board of Trade.

### XIII.

## CHARLESTON, S. C.

### RESOLUTIONS

*Voted by the Chamber of Commerce of Charleston, S. C.*

Resolved, That in the opinion of this Chamber a reciprocal treaty between France and the United States, by which the products and manufactures of each country may be freely exchanged without detriment to the interests of either republics, is called for by the highest considerations of mutual benefit and national comity.

Resolved, That this Chamber heartily sympathises in all measures tending to promote a freer and more extended intercourse with all commercial relations, and more especially would they co-operate in this movement if the business interests of Charleston can be advanced by the proposed Franco-American treaty.

Resolved, That a committee of five be appointed by the chair, to whom this subject shall be referred, to inquire into and report, with such additional information as may be obtained relative to the basis of said treaty, and in what manner the interests of Charleston are likely to be affected thereby.

Mr. Truy, the French Consul, being present, by invitation addressed the Chamber briefly. He said that the committee was not an official committee. It had only been organised in France to act upon public opinion in commercial circles, and he presumed the intention was the same in this country. While he had not the honour officially to assist at this meeting, he would take great pleasure in informing his government of the views of the Chamber upon the subject.

The resolutions were then adopted, and the following committee appointed: E. H. Frost, R. N. Gourdin, W. P. Hall, J. L. Tobias, G. W. Klinck.

31st May, 1879.

#### XIV.

### MOBILE (ALA.)

### RESOLUTIONS

*Voted by the Mobile Board of Trade*

MOBILE, ALA., April, 1879.

#### EXTRACT FROM MINUTES.

The President submitted to the meeting Mr. Léon ChotEAU's letter relative to a Treaty of Commerce between France and the United States, whereupon, it was

Resolved, That the Mobile Board of Trade, recognising the importance of a treaty of reciprocity in extending our commerce with Foreign Countries, respectfully urge our Senators and Representatives in Congress to use their influence in promoting the negotiation of a treaty of this character with France, on such conditions as they deem just and equitable.

*Attest* : JOHN J. WALKER.

*Secretary.*



## XV.

## NEW YORK

NEW YORK, 29th March, 1679.

*To the Presidents of the Chambers of Commerce and the Boards of Trade of the United States :*

Gentlemen :

You are aware that Canada and Germany are discussing the question of raising the duties on American products, which action threatens to extend to other nations, thus compromising to the utmost our exportation trade.

We, therefore, take the liberty to suggest that it would be in the interest of our country to transmit, as soon as possible, your answer to Mr. Léon Chotteau's letter, bearing date February 9th, relative to a Treaty of Commerce between France and the United States.

Respectfully yours,

CYRUS W. FIELD,  
BERGER-VANDEBILT,  
JACKSON J. SCHULTZ,  
ELLIOT C. COWDIN,  
JOHN W. GARRETT.

## XVI.

## SAN FRANCISCO

SAN FRANCISCO, June 16th, 1879.

*To the Presidents and Members of the Chambers of Commerce and Boards of Trade of the United States :*

Gentlemen :

I have accomplished the difficult task that I had imposed upon myself.

The citizens who have kindly listened to me, have understood that they would further their interests and the interests of their country in favoring the bettering of commercial intercourse between France and the United States.

Before sailing again for France, I shall hand a copy of my documents to Mr. William M. Evarts, Secretary of State, another copy to Mr. Fernando Wood, President of the Committee on Ways and Means of the House of Representatives, and a third copy to Mr. William W. Eaton, Chairman of the Committee on Foreign Relations in the Senate.

Up to the 15th of July, I shall receive with pleasure from you any new communications in New York, care of the French Consul. After that date, if you so desire, I shall be pleased to correspond with you from Paris, 32, Avenue de l'Opéra, the seat of the French Committee.

The object is not yet reached, but the opposition existing in some parts is more systematic than reasonable. It will gradually vanish like a cloud before the rays of the sun.

At all events, I am firmly determined to continue the work I have begun, with all the zeal of which I am capable.

Respectfully yours,

LÉON CHOTTEAU.



# REPORTS

OF THE

## FRENCH

### CHAMBERS OF COMMERCE

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#### GENERAL OBSERVATIONS

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The initiative taken by the French committee for a Franco-American Treaty of Commerce has received the approbation of the greatest part of the Chambers of Commerce of France.

At the public meetings held at Havre, Lille, Macon, Lyon, St. Etienne, Marseille, Reims, Nantes, Tours, Bordeaux, the most decisive resolutions were formulated by the eminent men who took part in them, in order that the labours of the committee might terminate in the desired result—that of placing the two governments, France and the United States, *en rapport* by the intervention of commissioners to whom should be submitted the studies made by Mr. Chotteau in the United States, as well as those made in the Chambers of Commerce of France.

Mr. Chotteau has given an account of the results obtained in his two campaigns. It remains now to make known the opinions of the Chambers of Commerce of France. These opinions are embodied in some remarkable Reports which it is our duty to produce, as they demonstrate the unity of wishes and views which exists in all the great industrial centres, with reference to the necessity of a reform of tariffs as well in the United States as in France, reforms which are fit objects for treaties of commerce, the conditions of which are to be the subjects of discussion by commissioners assembled. These Reports are full of figures and statistical facts destined to

clearly illustrate the injury done to commerce by the present legislation, as well as to point out the means to be adopted to obtain the correctives necessary for the development of freer exchanges between the two countries. The primary and most essential thing of all is a foundation of reciprocity just and loyal. A Treaty of Commerce correcting the deficiencies and imperfections of the systems respectively pursued, implying an economical progress, cannot fail to exercise a great influence upon the amount of the exports of the products of both countries. The Treaty must necessarily be a transaction among divers interests; it will only be concluded when the respective situations of the various interests have been carefully weighed, discussed, and examined. Many of the present Reports require that the most favoured nation clause should be inserted in the Treaty.

The committee has moreover received the following adhesions :

From the Chamber of Commerce of Montpellier, of which the President, Mr. H. Pagézy, has begged us to reckon many influential persons in his district as devoted adherents to our work.

From the Chamber of Commerce of Cherbourg, which shares the opinion that a Treaty mutually advantageous to the two nations is a thing highly desirable; this view is embodied in an interesting letter from its President.

From the Chamber of Commerce of St. Omer, which, in a resolution, praises the initiative of the French committee, and expresses the wish that its efforts may be crowned with success.

In a meeting of manufacturers, held at Epinal, and presided over by Mr. Claude, Senator of the Vosges, on the 20th of April last, resolutions were adopted, in which it is said : " In any case, the initial Treaty of Commerce, that which is to open the market, is not a Treaty with England, but a Treaty with the United States."

In the general Councils, the wishes of our committee have found a sympathetic echo, and some of them, like those of the Gironde and the Seine, have voted subscriptions in aid of the efforts which have still to be energetically made, in order to arrive at the wished for goal.

The reader will find below the principal Reports sent to the French committee for the present. We place foremost the



Report of the Chamber of Commerce of Paris, not only because that Chamber represents a considerable portion of the whole exports of France, but on account of the general character of the Report itself, which is an excellent introduction to the communications sent by the other chambers.

As to these other Reports, we endeavoured to classify them according to the importance of the exports of each locality. Thus we have been led to give first the Reports of the chambers engaged in the production of silk, which represents exports equal to 54 millions of francs (upwards of ten millions of dollars); under that head will come the Reports of the Chambers of Lyon and St. Etienne. Wool, in spite of its importance (\$10,000,000), is treated of only incidentally in Reports like that of Reims that are principally devoted to other products. Wines and spirits come next in such Reports as those of Bordeaux, Reims, Macon, Cognac, La Rochelle, etc. Leather is considered in the Reports of Nantes and Grenoble; paper in that of Angoulême. As regards the other articles, details relating to their situation under the American tariffs are to be found in all our Reports.

We call special attention to the Reports of such large harbours as Marseille and Havre, and point with pleasure to the moderate and guarded language of all the authors of the Reports, who in spite of the injury done to their various industries by exorbitant tariffs, ask only for prudent and progressive reforms.

HIPPOLYTE CAHUZAC.

*Paris, November 10, 1879.*

REPORT TO THE  
CHAMBER OF COMMERCE  
AT PARIS

UPON THE PROPOSED

FRANCO-AMERICAN TREATY OF COMMERCE

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FIRST COMMITTEE

MESSRS. GUSTAVE ROY (*President, Reporter*), J. COUSTÉ,  
H. DESMARAIS, HENRY FOULD, MENIER, MIGNON,  
POIRRIER, DIETZ-MONNIN, MARCILHACY.

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The following Report, written by M. Gustave Roy, was agreed upon after discussion by the first committee of the Chamber; it was then submitted to the whole Chamber, discussed during two sittings, and finally adopted. The President of the Chamber, Mr. Guibal, then addressed it to Mr. E. Menier, President of the French committee for the Franco-American Treaty, as follows :—

17th of July, 1879.

MR. PRESIDENT,

The Chamber of Commerce had the honour of writing to you on the 29th of May last, to express to the French committee that you possess all our sympathy and to congratulate you concerning the devotion with which your committee pursues the work of preparation of a Treaty of Commerce with the United States of America.

It remained for the Chamber of Commerce to answer your various questions, and this is what it is going to do, after a careful study, of which it has decided to transmit to you the results.

The first question which the Franco-American committee proposes is this :—

What is the importance of the exchanges between France and the United States in what concerns the different branches of Parisian industry with reference to importation and to exportation ?

In 1877, the importations of the United States amount in round numbers to 257 millions of francs, in which cottons amount to 123 millions, then follow fat to 24 millions, fresh and salted meats to 22 millions, petroleum and shist oils to 27 millions, tobacco to 17 millions, copper of first fusion to 8 millions, cereals to 13 millions, raw skins to 3 millions.

The importation of the United States of America relates entirely, as you perceive, to primary matters necessary for our manufactories, and which are indispensably requisite, such as cottons and petroleums, and to things necessary for food as fat, fresh and salted meats, cereals. These two last articles caused in 1878 and in the first months of 1879 a more considerable importation ; a deficiency of twenty millions of hectolitres in our wheat harvest had to be supplied by foreign wheats, and the United States, favoured by a fine harvest, furnished a great part of them ; in what relates to salted meats, the Exhibition showed to us last year the profit which could be derived from the consumption of the preserved meats of America, and, in face of the continually rising price of fresh meats, this importation is augmenting and tends to increase in the future.

Among manufactured articles, machines and mechanical appliances have alone caused a serious importation which nevertheless does not exceed 2 millions of francs. American agriculture, compelled to compensate for a deficiency of manual labour by machines, has become ingenious, necessity has made it inventive, and it is from America that we receive those improved mowing and reaping machines, and those light and flexible steel forks, the use of which is extending in France.

Our exports, which amount to 216 millions of francs, have reference, on the contrary, entirely to manufactured articles ;

silk tissues in which are comprised ribbons and passementery, supply an exportation amounting in value to 54 millions of francs, woollen fabrics to 52 millions ; in these two species of articles consists the half of our exportation to the United States, then follow :

Works in skin or in leather. . . . .	12 millions
Prepared skins . . . . .	10 "
Mercery and buttons. . . . .	10 $\frac{1}{2}$ "
Tissues and passementery of cotton . . . . .	8 $\frac{1}{2}$ "
Feathers for dress . . . . .	8 "
Silk and silk wadding . . . . .	5 "
Millinery and artificial flowers. . . . .	4 "
Hair and bristle. . . . .	3 $\frac{1}{2}$ "
Bijoutery other than gold and silver . . . . .	3 $\frac{1}{2}$ "
Bijoutery gold or silver . . . . .	1 "
Vestments and pieces of linen. . . . .	3 $\frac{1}{2}$ "
Articles and works in metals . . . . .	2 $\frac{1}{2}$ "
Paper, books and engravings . . . . .	2 $\frac{1}{2}$ "
Pottery and glass work. . . . .	2 $\frac{1}{2}$ "

Some other articles supply exportations of less amount. Clock work, perfumery, toys, tablettory, cabinet work, dyes extracted from coal, tan and soaps.

Our agriculture only takes a limited part ; we export only to the amount of 10 $\frac{1}{2}$  millions of francs worth of wine, a million of brandy : the duties upon these articles are almost prohibitive.

Such is the balance of our commerce with the United States. On one side, an importation of primary materials and of objects which are indispensable for food ; on the other, an exportation of manufactured articles, which, in spite of the obstacles which are opposed to them, attain the amount of 216 millions of francs.

2nd Question. What increase of business can be reasonably expected from a Treaty of Commerce ?

Such is the second question which the Franco-American Committee proposes to us. It is difficult to give a precise answer. The developpement of business depends upon the custom-house tariffs which the two countries shall adopt, and we are able to say that it will be so much the larger as the facilities granted to commerce shall be greater. Then we are ignorant upon what basis the negotiators will be able to come



to an understanding. What we can, at present, say is that the result of a Treaty of Commerce will evidently be to give to the relations between the two countries a greater activity, and that our importations will increase in the direct ratio of our exportations. Produce is paid for by produce, money is not an element of exchanges, it is only a means of balancing accounts. We are not able to sell without purchasing, to give without receiving, and the more America shall take of woollens, of silks, of wines, of objects of millinery and fancy work, the more we shall require from them of cottons, cereals, petroleum, salt meats, and manufactured articles. Before entering upon the path of commercial liberty and of making treaties of commerce, France imported in 1857, for 2,689,000,000 francs; she exported in the same year 2,639,000,000. Our importation equalled our exportation; commercial relations became more facile with other people; international traffic increased without changing the proportions; our importations of 1876 were 3,988,000,000 francs, our exportations, 3,575,000,000. We see an augmentation of a thousand millions upon our exports, of a thousand 300 millions upon our imports, the progression of these two operations has been similar; they are interlinked one with the other. At the present time, our exports to the United States balance the imports of that country to France. We do not hesitate to say that by liberal tariffs, the relations between the two countries could be easily doubled, to the reciprocal advantage of the two parties.

The other questions bear upon the grievances which the present tariffs of the United States occasion, and to the changes which it would be desirable to introduce in them, in short upon the concessions which we could make in exchange for those which they could make to us.

The custom-house tariffs of the United States created in the beginning as a financial resource to pay the expenses of the war, have no longer a reason for existence, since the finances of that great country have entered into a normal state; these excessive tariffs, which sometimes are equivalent to prohibition, are maintained now only for the profit of manufacturers who wish to reserve to themselves as long as possible a monopoly.

Our exports suffer from it, the commerce of the United States equally suffers from it. This truth begins to strike

clear-sighted and sagacious men, who on the other side of the Atlantic, follow with a vigilant eye the commerce of the world; it could only be argued among us by those who dream of raising again the wall of prohibition, of isolating us from international affairs and of enjoying, without trouble, their privileges. As regards ourselves, who desire to see our commerce and our manufactories enlarged, we most fervently wish for the day to come, when shall simultaneously fall down the barriers which separate two peoples made mutually to understand and to help each other.

In our demands upon the United States, we ought to show moderation, we ought to take into consideration the fears of nascent industries and even to take cognisance of the interested and exaggerated complaints of American manufacturers. We would wish that our negotiators should hold to them this conciliatory language :

“When France adopted for its commerce a liberal regime, its industries had never known but the regime of prohibition; the industries of the United States find themselves almost in the same position; they actually shelter themselves behind a prohibitive custom-house tariff; we propose to you to adopt for your industries, the same tariffs which have safe-guarded ours at the issue from prohibition, and to take as a point of departure the conventional tariffs which now govern us, except some modifications, which would be recognised by common accord, as necessary for certain articles.

“The United States on one side, France on the other, would mutually guarantee the treatment of the most favoured nation during the time of the treaty, the duration of which might be fixed at ten years.”

Such are the great outlines of a treaty between France and the United States as the Chamber of Commerce understands the subject. It reserves to itself to give later the appraisements of details; it awaits the notes of the Syndical Chambers upon the special wants of our different industries, and will make the purport of them the subject of a special report.

The Chamber of Commerce at Paris commends the efforts attempted by the Committee of initiative which has for its object the development of the relations between two countries which their custom-house regime at this moment estranges the one from the other.

If the proceedings of that committee shall be crowned with success, it will have rendered a veritable service to our commerce and will have deserved well of humanity, in causing it to make a step further in the path of progress.

We remain, Mr. President, most respectfully yours,

*The President of the Paris Chamber of Commerce,*

C. GUIBAL.

# CHAMBER OF COMMERCE

OF

## LYON

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GENTLEMEN,

You have charged me with answering the questionnaire of the Franco-American Committee. I think that it is for the interest of the two countries to arrive, as soon as possible, at an understanding concerning this treaty.

Two years ago, the exportations from the United States took a great development. We receive now not only cottons, but also wheats, hams, lard, fat and even preserved meats, and that with duties on entrance almost insignificant. It is time that the United States received our products with duties moderate and not almost prohibitive such as we have submitted to for some years. This is the reason why we ought to do all in our power to induce the two governments to make a treaty based upon the interest of the two nations, and which will tend more and more to unite them.

### ANSWER

TO THE FIRST QUESTION.—The exportations of silks from France to the United States are from 60 to 100 millions per annum, according to the greater or less demand of the United States.

Before the prohibitive duties to which we are now subjected, the exportation varied from 100 to 150 millions per annum.

The importations into France from the United States have taken a great development. We receive a considerable quantity of wheats, lard, hams, fat and even preserved meats.

TO THE SECOND QUESTION.—If we had a Treaty of Commerce with the United States and were the duties upon silks only 20 per cent, we could hope to double our amount of exportation, for if, in 1856, our exports have been for



149 millions, with the increase of the population in the United States, we ought to exceed very much that amount and to double it from now for some years.

TO THE THIRD QUESTION.—The present duties are exorbitant ; they encourage fraud, either by false declarations or by contraband, and render business almost impossible to the firms, which do not wish to enter into this deceptive system.

TO THE FOURTH QUESTION.—We desire as much as possible specific duties in making categories which should be fixed by a common agreement, for the duty by weight is that which is the most easy to apply. With this method, there cannot arise any difficulties between the custom-house and the importer ; but we would admit that only with specific duties that would not exceed, on the average, 20 per cent. of the value.

TO THE FIFTH QUESTION.—For similar products of American industries, we ought to treat them as those of the most favoured nation.

PAYEN, *Reporter.*

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Report sent by the Secretary of " l'Association de la Fabrique Lyonnaise."

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### ANSWERS TO THE QUESTIONNAIRE

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FIRST QUESTION.—What is the importance of the exchanges between France and the United States either with reference to importation or exportation in what concerns the articles of your branch of industry ?

ANSWER.—The Lyon fabric of silks exports to the United States of North America from 70 to 100 millions of tissues per annum. In 1878, this exportation amounted to 88 millions (Taken from the Consulate of the United States at Lyon).

The importation of American silks into France is nothing.

SECOND QUESTION.—What increase of business might, in your opinion, be reasonably expected to result from a Treaty of Commerce ?

ANSWER.—Before the raising of the duties of the custom-houses which took place in the United States in 1860, Lyon exported there for 3,500,000 of dollars of silks or 175 millions of francs. Upon taking into consideration the constant increase of the American population, and the rational progress of commercial transactions, it is permitted to suppose that if those exportations had not been clogged since that epoch by duties of an exorbitant nature, they would at present have doubled and have amounted to nearly 300 millions of francs.

A Treaty of Commerce which would lower the duties upon silks would then augment by so much more transactions, as these duties should be less elevated.

THIRD QUESTION.—What complaints arise in your industry from the present tariffs on entrance to the United States ?

ANSWER.—The duties of 60 per cent. *ad valorem*, upon pure silks and of 50 per cent. upon certain mixed silks are excessive, oppose a serious impediment to the sale of our products in the United States and encourage fraud and contraband.

This mode of collection gives rise to disputes, to law-suits, to examinations, to delays in the delivery of the merchandise and to some taxations often arbitrary on the part of the officers of the custom-house.

FOURTH QUESTION.—What changes would you desire to see introduced either in the amount of the duties, or in the manner of collection on entrance to the United States ?

ANSWER.—To the first part of this question—that of the amount of the duties—the fabric of Lyon answers in placing itself upon its habitual ground of free trade. It would desire free entrance for its tissues into the markets of the entire world, and in what especially regards the United States, it claims a marked or decided lowering in the tariffs of the custom-house applied to silks.

To the second part of this question—what changes do you desire in the mode of collection? the fabric of Lyon replies that duties having for basis weights (on the condition that such duties are applied at a moderate rate) are in principle preferable to duties *ad valorem*.

1st.—Because they are more easy in the collection.

2nd.—Because they do not give rise to contradictory valuations upon the declared value of the tissues, either on the part of the sender, or on the part of the officers of the custom-house, valuations which throw confusion into transactions, give rise to examinations and to delays in the delivery of the merchandise.

3rd.—Because, in rendering transactions between the two countries more agreeable, more free, less contingent; they would bring to our market firm purchases and would cause the manufacturers of Lyon to abandon the business of consignment, the notorious inconveniences of which affect American as well as French producers.

But considering that specific duties, in order to be collected with facility and justness, ought only to be applied to a restricted number of categories of tissues well divided, considering that in the impossibility which is experienced of classifying tissues of the same nature, but of different values (such as the different sorts of black failles, of tissues for umbrellas, of tulles, of crapes made ready, etc.) they are liable to ruin the tissues of quality apparent, if the specific duties are exacted at a high rate.

Considering that fixity of specific duties does not permit to proportion them to fluctuations of price of primary materials, and that a danger arises if they are raised to a high amount.

For these reasons, the fabric of Lyon require that the duties to be collected upon pure silks on their entrance to the United States, should be based upon the weights of these tissues, but not to exceed in any case 20 per cent of the value.

It desires that there should be established categories well defined and divided, which should equalise, as much as possible, the duties applicable to each sort of tissue, in not at all giving place to any equivocation in their classification.

In case the United States should maintain their custom-house-tariff at a rate higher than 20 per cent. of the value of the silks, the fabric of Lyon for the reasons already given desire that these duties should continue to be levied *ad valorem*.

In the impossibility which is found of valuing mixed tissues according to the proportion of each textile which composes them; the value of these tissues varying *ad infinitum*, and the establishment of a sufficient number of categories becoming impracticable, the fabric of Lyon requires that the duties *ad valorem* should be maintained for all mixed tissues of silk and

of other textiles whatever may be the amount of the duties which shall be ultimately established.

FIFTH QUESTION.—To what rate would you admit the reduction of the French tariff for similar products of American industry which might be imported into France? State precisely the reasons in support of your opinion.

ANSWER.—The fabric of Lyon thinks that America ought to be treated upon the footing of the most favoured nation in what regards silks.

RENÉ MAS, *Reporter.*

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# CHAMBER OF COMMERCE

OF

## ST. ETIENNE

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### RIBBON TRADE

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ST. ETIENNE, *May 16th*, 1879.

*To the* REPORTER GENERAL.

You are not ignorant that St. Etienne is the centre of considerable industries, such as the ribbon trade, metallurgy, pit coal, arms, glass, ironmongery. We will only occupy ourselves here with the ribbon trade.

You have doubtless been informed that our merchants have taken a great interest in the conclusion of a Treaty of Commerce with the United States of America.

It is necessary, however, that this Treaty should be made upon conditions such as would enable us to recommence our exportation to that country. On the contrary, if we should see that the only result would be to permit the Americans to send us their products without compensation to us, we should be the first to induce our government not to enter into any arrangement. If we were to accord to the United States the treatment of the most favoured nation, and only to obtain in return, tariffs similar to those which were discussed in the preliminary meetings held in Paris in August last by the Franco-American committee, we should soon see American ribbons come to us, and we should have made a Treaty of which we should be the dupes.

If the Americans send us their natural products, such as grain, cotton, oils, lards, etc.; if they wish, moreover, to send us articles for which they have an exceptional position, such as cotton tissues, irons, we ought, at least, to be able to send them our wines, our silks and our millinery.

We beg you to read attentively the answers which we give

to your series of questions, and to kindly place them carefully in your general report. We reckon upon the influence of the members of the French committee to aid us in causing our demands to triumph and to defend our interests when the discussion of the projected Treaty shall be opened.

**FIRST QUESTION.**—What is the present importance of the exchanges between France and the United States, either with reference to importation or to exportation in what concerns the industry of ribbons?

The United States does not send us any ribbons; this industry is still new among them. Nevertheless, thanks to their prohibitive tariffs, they have created some important manufactories, which suffice for their own wants. In the bulletin published by their Silk Association, they made a great noise about the considerable progress which this fabrication has made among them, and they announce to us that before long they will sell their products to us.

It is an undoubted fact that our exports in ribbons, which were in 1872 for 22 millions, have fallen in 1878 to scarcely 2 millions. This latter amount of business is transacted by some houses which had old relations with the United States, and which desired to continue them. But the results obtained are disastrous; and these exports will cease before long, if a change of tariff do not soon modify the present conditions.

I send you the table of our exports from 1870 to 1878. These figures have been obtained from the Consulates of the United States at Lyon and St. Etienne, and are certainly correct, since no merchandise can enter the United States, if it does not arrive with a certificate of origin, and with a legalised invoice.

### EXPORTATIONS OF ST. ETIENNE.

YEARS	RIBBONS	VELVET RIBBONS	PASSRY & LACES	TOTAL
1870 ..	12,098,848	6,518,625	230,620	18,848,093
1871 ..	12,153,186	8,783,666	600,073	21,536,925
1872 ..	16,762,883	4,268,691	642,712	21,674,286
1873 ..	7,315,321	1,981,199	551,495	9,848,015
1874 ..	6,241,905	881,362	407,742	7,531,009
1875 ..	6,920,359	591,486	702,114	8,213,959
1876 ..	2,645,038	437,608	441,138	3,523,784
1877 ..	907,088	331,813	709,299	1,948,200
1878 ..	951,026	613,431	436,431	2,000,888

Besides the figures given above, the American houses purchased many millions of francs worth of ribbons from our representatives at Paris, purchases which have almost completely ceased.

It seems to me that nothing can give a clearer idea of the progress of American manufacturing, than the table above, which cannot be disputed.

SECOND QUESTION.—What increase of business might, in your opinion, be reasonably expected to ensue from the conclusion of a Treaty of Commerce?

Our expectations are very limited, and we do not reckon upon being able any more to export to the United States what we exported in 1872, whatever may be the conditions accorded to us. Our American competitors compensate for the difference of price of hand labour, which is still in our favour, by a set of tools very much better than ours, and by a much more rapid production. In our opinion, they can, without fear, accord to us entrance, nearly free, to their harbours, of our productions; they will in spite of that remain masters of their own market.

In fact, every day, the fashion varies for our articles. Such a shade as is sought for to-day is, in a month, no more asked for.

Such a breadth as at present is not wanted, is in a few weeks in large demand.

When an American gives a commission at St. Etienne, three months must elapse before the order can be executed and delivered at New York, whilst in addressing himself to indigenous manufacturers, he has what he desires in less than a month. The American then has at present every interest possible to send his orders to Patterson, and we can no longer dream of taking again possession of that market.

Nevertheless, the United States being a consuming country par excellence, and its population increasing rapidly, we could still send them for a considerable amount, ten or fifteen millions of our products, if we could enter them with a duty not exceeding 10 per cent. The native manufactories would not the less continue to prosper, and our exports would consist especially of articles of fashion and of high novelty.

They would maintain the monopoly of plain articles and those of large consumption, for the manufacturing of which St. Etienne is not adapted.



One of the principal reasons given us for not lowering the duties upon silks is with reference to the Exchequer or fiscal side.

The United States, drawing from the custom-houses their principal resources, cannot consent to deprive themselves of the revenues which they obtain from duties upon silks. The exports of our districts in ribbons having fallen to less than two millions of francs, the American custom-house draws scarcely a million of francs from our exports, its interest would be then to facilitate to us the renewal of our business. Its revenue would be more considerable, if we could send fifteen or even twenty millions of our products upon which they would draw 10 per cent. only in the place of 60 per cent. upon two millions.

**THIRD QUESTION.**—What complaints arise in your industry from the present tariffs on entrance to the United States?

The duties of 60 per cent., which are at present levied upon our goods are simply prohibitive.

We no longer export to the United States any articles except those for the manufacturing of which their workshops at present are not adapted or have not the appliances, but these exports are of very small importance, and with a result so subject to chance, that we could very well dispense with them.

The present tariff is further exaggerated in an intolerable manner by the conduct of some of the employés of the American custom-house.

Under the derisive pretext that the merchandise is not properly invoiced at the market price (which is absurd and does not exist for articles like ours), the custom-house detains our invoices and augments the prices as it likes, and in considerable proportions. Our products being articles of fashion, which lose all their value if they are not sold immediately, the importer resigns himself to the paying of the augmentations and the fines, supremely or extremely unjust, rather than lose all in waiting several months the solution of costly and hazardous processes of law. The employés of the custom-house having a share in the fines, have every interest to inflict the utmost possible amount. We in Europe consider as completely immoral this mode of proceeding.

**FOURTH QUESTION.**—What changes would you desire to see



introduced either in the amount of the duties or in the manner of collection on entrance to the United States ?

I believe the inhabitants of Lyon exaggerate their powers, when they think that they are able to hold the American market in spite of duties very high. Nevertheless, although their exports diminish every year, the native manufacturing is not so developed for tissues as for ribbons. This arises from the fact that the article of Lyon is less an article of fashion than that of St. Etienne, and is not subject to the same fluctuations of species, of breadth and of shades ; moreover the manufacturer of Lyon makes in advance and has in general some stocks in hand. The American then goes to Lyons to find in three weeks what requires three months at St. Etienne. If then Lyon thinks itself able to continue its exports with a less elevated duty, we at St. Etienne, affirm that we have need of a very much less duty, and then even we do not expect to export to the amount which we did seven years ago.

With a moderate duty, the custom-house, having no longer fraud as a pretext to create to us continual annoyances, there would be no necessity to demand the change from duties *ad valorem* to specific duties. These would be difficult to establish for our articles (which could not bear without danger the manipulations of the custom-houses), and would favour the beautiful article to the detriment of the cheap article, and that of large consumption. The custom-house could, besides, preserve the right of confiscating all merchandise which would be declared too low by paying to the importer a profit of 10 per cent. above his charges, whilst leaving to him the right of defending himself if he thought fit.

For mixed tissues, it should be understood that they would have to pay the duty on the dominating textile in weight, unless the duty should exceed that imposed upon pure silk.

We believe that we ought to insist that worked silk should be able, as well as raw silk, to enter, free of any duties whatever, to the United States.

This would certainly be viewed with satisfaction by our sericicole departments which are so tried. The custom-house would lose nothing, since the present duty of 35 per cent. prevents all importation of silks. As to their native manufacturers, they could only approve this change because it would permit them to procure their primary materials on the same conditions as ourselves.

FIFTH QUESTION.—To what rate would you admit reduction of the French tariff for similar products of American industry which might be imported into France? State precisely the reasons in support of your opinion.

In the case where the government of the United States would allow our products to enter with a moderate duty, although the American manufacturers declare themselves already stronger than we are, we should not oppose their ribbons entering France on the conditions of the most favoured nation. But it would be quite otherwise, if they wished to oppose us with higher duties. In that case, we should demand reciprocity.

We again repeat, that a Treaty of Commerce cannot be made with the United States unless French silk products be admitted upon favourable terms. It is beyond doubt that that nation, by interdicting European goods, has been the principal cause of the crisis which has existed everywhere for the last five years, and of which it is also the victim. We must hope that this abnormal situation is going to cease, and that we are about to enter into a different phasis, more conformable to the interests of the entire world. The United States will comprehend, as other nations, that it is unjust to make all consumers pay an impost to enrich a few manufacturers who are by so much the more insatiable as they are the more protected.

LUCIEN THIOILLIER,

*Member of the Chamber of Commerce, Reporter.*



# CHAMBER OF COMMERCE

OF

## REIMS

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*Special Report presented by MR. PAUL DELIUS, to MR. H. CAHUZAC, General Reporter of the French Committee for the Franco-American Treaty of Commerce, Paris.*

REIMS, March 30, 1879.

SIR,

I have the honour to present to you the accompanying Report, which you have desired me to make upon the commercial relations of the department of the Marne with the United States.

FIRST QUESTION.—What is the actual importance of the exchanges between France and the United States, either with reference to importation or exportation in what concerns the articles of your branches of industry?

The department of the Marne exports, as far as I know, to the United States, only two kinds of articles, Champagne wines and Tissues of wool or wool mixed with cotton and silk, designated as fabric of Reims, merinos, flannel stuffs, fancy drapery, &c. According to statistics furnished by the American Consul in residence at Reims, the exports to the United States of the district in which he is called upon to authenticate the invoices of the senders, the whole amounts for the two last fiscal years, or from 30th of September, 1876, to 30th of September, 1877, to 1,293,398 dollars, and from the 30th September, 1877, to 30th of September, 1878, to 1,453,078 dollars. It has been impossible for me to procure the details of these exportations. I am not able to state precisely in what reciprocal measure

wine and tissues participate in those amounts. However, I believe that I am able to assert that wines must enter into the amounts in the ratio of at least nine-tenths. A great portion of the tissues of Reims being moreover dyed and prepared in Paris, where purchasers of American houses take the delivery of them, the invoices of them are legalised by the Consul General of the United States at Paris. As to the products of all kinds exported by the United States and which enter into the department of the Marne, it is materially impossible to detail them here and to state precisely the amount of their value. The importation takes place through our different ports, where all those who seek for them provide themselves with them all the year round, according to their wants, and the amount of their purchases escapes thus the control of statistics.

SECOND QUESTION.—What increase of business might, in your opinion, be reasonably expected to accrue from a Treaty of Commerce?

Without being able to state precisely in what measure a Treaty of Commerce would favour the extension of our commercial relations with the United States, it is permitted to say without doubt that that development would be considerable, especially as regards exportation. In fact champagnes entering into America with reduced duties, would become more extensively used, and our tissues, hindered at present with duties almost prohibitive, penetrating there in what may be termed an insignificant quantity, would equally find an important outlet. On the other part, the importation of American articles, especially agricultural machines, would be especially favoured by the reduction of duties.

THIRD AND FOURTH QUESTIONS.—What complaints arise, in your industry, from the present duties on entrance to the United States; what changes do you desire to see effected in the amount of the duties, or in the mode of collecting them on entrance to United States?

The champagne industries complain very much at paying a fixed duty on entrance of 6 dollars per dozen bottles, which represents about 2 francs 50 centimes per bottle, and weighs heavily upon all our sparkling wines; such duty is especially crushing for those of the second and third quality, and it amounts often to the actual price of the article in our market and sometimes to even more.



Our industry protests equally against the impost of 3 cents upon the glass of each bottle or half bottle of champagne imported into the United States, and demands the total suppression of it, with a reduction of the duties upon the wine itself. Such is the opinion of the majority of exporters of champagne whom I have been able to consult.

The exporters of tissues protest against the present duties (of which the extreme limit attains sometimes as much as 117 per cent.), which are levied upon entrance to the United States, and which render business almost impossible in America. The majority of the exporters demand a reduction of these duties, and the assimilation to tissues of wool of the tissues mixed with wool and cotton and silk. Yet they do not accept the system of temporary admissions, permitting of foreign tissues to be sent into France, in order to benefit them by the perfection of our dressings and dyes, and then to be re-exported without paying any duty.

It would perhaps be just to place here the protestation of the agricultural committee of the district of Reims, which in a document recently published, has demanded the imposition of 10 per cent. upon foreign wools on their entrance into France, and of a return to the sliding scale for wheats. This demand is evidently made in a spirit hostile to Treaties of Commerce, since it has for its aim the imposition of duties upon articles which are now admitted duty free into France. Without sharing the least in the world the ideas of this committee, I think that we ought, nevertheless, to mention the opinion which it has thus publicly proposed, because it treats of two articles, one of which, wheat, is already largely exported to France by the United States, and the other, perhaps, soon will be.

FIFTH QUESTION.—To what rate would you reduce the French tariff upon similar American products imported into France?

The industry of champagne does not believe that American sparkling wines will be introduced into France yet for a long time; it can then abstain from answering this question.

That of tissues thinks that for the present it finds itself in the same position. However, if hereafter tissues manufactured in America, and similar to those made at Reims, should make

their appearance, not in our district perhaps, but in other French markets which ours supplies, and should create a certain competition with us, we think then we ought to be protected by a system of reciprocity, that is to say, by the imposition, upon American tissues, of a duty equal to that which French tissues should pay in America.

*En résumé*, it is permitted to say that the trade and commerce of the department of the Marne would appear to be, by a very large majority, in favour of the project of a Franco-American Treaty of Commerce, and that whilst desiring naturally if possible to obtain a greater reduction for their products on entrance into the United States than is indicated above, they would probably be content to obtain the latter.

Accept, Sir, the assurance of my highest esteem,

PAUL DELIUS,

*Reporter of the Reims Chamber of Commerce.*

# CHAMBER OF COMMERCE

OF

## BORDEAUX

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EXTRACT FROM THE REGISTER OF THE PROCÈS-VERBAUX

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*Meeting of the 9th of April, 1879*

Mr. Henry Balaresque reads the following report :—

GENTLEMEN,

You transmitted to me the letter which the French committee, at the date of the 7th of March last; addressed to our President; this letter encloses a series of questions.

Apart from some details and fresh information, the answer appears to me already furnished by the preceding acts of our Chamber of Commerce, which from the commencement has actively occupied itself with this great and important question of a Treaty of Commerce to be concluded between France and the United States.

This retrospective review will state, more precisely than I can do it by fresh reasons, the great interests of the department of the Gironde in the conclusion of this Franco-American Treaty.

The 10th of March 1878, upon the proposition of our President, you decided to address to the representatives of the United States a letter to energetically oppose the adoption of the project which was reported to be entertained by the government of that country to raise still, in an excessive manner, the duties upon French wines.

This question of wines and duties which they wish to levy upon them is certainly the most important for our depart-

ment, and our letter of the 10th of March 1878, treats it in a complete manner with vouching details which are of a nature to strongly impress the legislators charged with elaborating similar projects of laws.

It appeared to me essential to address to the general reporter of the French committee at Paris, the honorable Mr. Cahuzac, a copy in extenso of that letter.

That eloquent pleader of what we should wish to be, concludes in asking.

1st. That specific duties and not *ad valorem* shall be established.

2nd. That, in America as in England, uniform duties should be established upon wines in casks and wines in bottles.

Independently of the wines, for which the above cited letter is special, the principal commerce of exportation of the Gironde with the United States, has reference to brandies, liqueurs, oils, preserved food.

The importations are principally, salt meat, pork, raw fat and fresh lard, sea fish or in oil, whale fat, wheat in grain, turkey corn or maize, oats, flour, tobacco in leaf, wood for construction, canes and foreign reeds, raw oils of petroleum, pit coal, raw cast iron.

The 11th of July, 1878, the Chamber of Commerce received the visit of Mr. L. Chotteau, delegate of the French committee to the United States; he was accompanied by Mr. Foucher de Careil, Senator.

The evening of the same day, took place a public meeting under the presidency of our honorable President, Mr. Lalande; our Chamber of Commerce attended in a body at it.

At this meeting, the President delivered a very important speech, in which he defined the object at which the French committee was aiming. He declared, "that the Chamber, recognising that the matter in hand is the realisation of a project in conformity to its ideas, gave its approbation to it."

Of that discourse, which marks an epoch in the object which occupies us, it is important to recall the two following paragraphs.

"The Chamber of Commerce devoted to the ideas of commercial liberty wise and progressive desires the renewal of our treaties of commerce, already expired, and the conclusion of treaties of commerce with countries which had none with us.



"It is useless to add that the Chamber desires only treaties on the condition that they should be conceived in a spirit prudently liberal, including conditions reciprocally advantageous to the contracting parties and that they should be the subject of very mature reflection.

"The Chamber of Commerce of Bordeaux then could but associate itself with all its heart to the thought and to the project of effecting between France and the United States a Treaty of Commerce conceived in accordance with the principles which I have just indicated. This would be the partial execution of its general program."

At the conclusion of this discourse, the assembly adopted a proposition "tending to charge the Chamber to take such measures as it shall judge convenient either by the creation of a Bordeaux committee, or in any other manner, to arrive at the conclusion of a Treaty of Commerce with the United States upon bases advantageous to the two countries."

The 22nd of July, the Chamber of Commerce held a special meeting to which had been convoked a certain number of merchants connected with business to United States.

The President referred again to the utility of concluding a Treaty of Commerce with the United States; he placed before the eyes of the Assembly the comparative amounts of Commerce with England and the United States, in order to enable it to appreciate the difference of the two regimes which govern our relations with those countries. There he refers at some length to the fact that under the influence of a Treaty of Commerce giving security and lowering the duties, our commerce with England had gradually increased in enormous proportions; and that the commerce with the United States, under the influence of a contrary regime, had lost every day its importance.

The President of the French committee of the Franco-American Treaty having, on the 26th of August, demanded of the Chamber to formulate its observations, the President, after having consulted the Chamber, replied to him on the 5th of September, 1878, in order to inform the Committee: "That the Chamber of Commerce of Bordeaux, relatively to the importation of the American merchandise into France, understands that what it would be best to do, would be to offer to the Americans our conventional treaty. As regards the importation

of French merchandise into the United States, it thinks that it would not be possible, with respect to a tariff which comprehends more than 4,000 articles, to stipulate the duties which ought to be demanded for each of them ; that such a work ought to be left to the care of official negotiators."

We owe to the favour of the director of the custom-houses some official tables.

1st. Exports to the United States.

2nd. Imports from the United States for the year 1878. It will be necessary to send to the General Secretary the copy of that work of very interesting statistics.

The Director of the custom-houses has been kind enough equally to send to us some special official statements on the importations of New York and the exportations for New York, during the years 1877 and 1878, these are documents of indisputable utility for the general secretary of the French committee ; they shall equally be addressed to him, informing him at the same time that, for that, destination of New York, much of the merchandise is shipped directly from Bordeaux to New York, passing by Havre, where it is laden on steamers ; thus in 1870, the steamers of Havre to New York have carried there, coming from Bordeaux 1,106 tons, composed of wines, cognac, plums, nuts, and that besides our exports to New York by way of London and Liverpool, comprised very important quantities of wines in casks and cases.

You can judge, gentlemen, if it may be opportune to join these special statistical statements to the procès-verbal of our meeting of this day. They contain information useful to be consulted.

The Chamber approves the above report ; it thanks Mr. Balaresque for the pains which he has bestowed upon this question, and decides that a copy of the Report should be addressed to the President of the French committee, for the Franco-American Treaty, in reply to his letter to the Chamber of the 7th of March last.

# CHAMBER OF COMMERCE

OF THE ARRONDISSEMENTS OF

## MACON & CHAROLLES

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MR. HIPPOLYTE CAHUZAC, *Reporter of the French Committee for the Franco-American Treaty of Commerce, 32, Avenue de l'Opéra, Paris.*

MACON, 12th of June, 1879.

SIR,

I have the honour of addressing to you my answer to the series of questions which have been submitted to me by the commission of studies of the French committee for the Franco-American Treaty of Commerce.

As to the actual importance of the exchanges between France and the United States either with reference to the exportation or importation in what concerns the branches of our industries, I will answer :

Our principal branch of industry is the commerce of wines, named "of Macon," comprehending the vineyards of the Maconnais and of the Beaujolais. Our Chamber of Commerce, representing by its elements a great portion of the departments of Saône-et-Loire and of the Rhône, I think I am justified in uniting in one same amount the total production of their vineyards. This production, based upon the statistics of the last fifteen years, gives a mean of 1,207,605 hectolitres for Saône-et-Loire, and of 948,885 hectolitres for the Rhône, or a total of 2,156,490 hectolitres ; of this total, scarcely 1,000 hectolitres are exported to the United States.

The other articles of the industry of our circumscription consist of cattle, cereals, ceramic and metallurgic products ; peltry, tannery, tinnery, corks and taps of copper and spartery.

Robinettery of copper and spartery give rise to some transactions with the United States; but it is not possible to indicate the importance of it, for this reason that the manufacturers deliver the manufactured articles to commission houses, in Paris, Lyon or Marseille, which treat directly with some other houses of export.

As to the other articles above indicated, they are sold for the most part on the spot for the internal commerce of France. The amount of our exports to the United States is then almost nothing and with inappreciable results. The articles of importation which most interest us are tin, lead, halfa and fibres of aloes; but none of these articles come to us from the United States; they arrive directly from Africa and India by the ports of Bordeaux and Marseille. We receive only from the United States of America pork, which is sold in considerable quantities in our circumscription.

With reference to the increase of business to be hoped for from a Treaty of Commerce, I will add :

A Treaty of Commerce based upon reciprocity and upon the régime of exchange with fixity of taxes during a period clearly defined and determined, would open out to our products an outlet to the United States which does not at present exist. The exportation of our wines especially would assume considerable proportions, for they have no rivals in France as "ordinaires" and "grands ordinaires." They are of an unimpeachable quality and of a perfect conservation. They are always delivered for consumption in their natural state, that is to say without any addition of alcohol, of which they have no need, which is demonstrated by the fact that no quantity is ever delivered for distillation. In this consists an inestimable advantage to consumers. If our wines were known in the United States and could be admitted there for moderate duties, they would certainly give occasion for a large amount of business which might be reckoned by millions. The proportion would be the same for our other products, especially for ceramic work (which possesses the important manufactories of Deigoin, of Charolles, and of Paray-le-Monial), robinettery and spartery, of which the finish, the elegance, the solidity, cause them to be sought for in all the markets of Europe.



What complaints have your industry with reference to the present tariffs on entrance to the United States?

The present tariffs are equivalent to absolute prohibition, and render, as I have just demonstrated, all commerce, all exchange, all relations impossible.

Thus, at present, brandies and other spirits have levied upon them, on their entrance to the United States, a duty of 273 fr. 70 c. per hectolitre. Wines, not sparkling, in casks, pay a duty of 54 fr. 74 c. per hectolitre. A case of wine of 12 bottles pays a duty of 8 fr. 29 c. This is then almost prohibition, for according to these amounts, a piece of "vin ordinaire" of Macon of 216 litres pays, in the ratio of 54 fr. 74 c. per hectolitre, a total duty of exportation of 116 fr. 60 c. to the United States.

Who is the American consumer who could, in such conditions, make use daily of the wines of Macon or any other of the wines of France?

For our other products, the duties on entrance to the United States vary from 25 to 80 per cent. and almost always exceed the intrinsic value of each article. No exchange under such conditions is possible and our commerce cannot go to the United States. A Treaty of Commerce alone can remedy this state of things very prejudicial to the interests of the two countries.

To what point would you reduce the duties of the French tariff, for similar products of American industries which should be imported into France? State precisely the reasons in support of your opinions.

We ask for moderate tariffs for importation as well as for exportation. In the first place, the interest of the consumer requires that international treaties should be conceived in such a manner as always to favour moderation of price. In the second place, that is to say, with reference to exportation, there is manifestly a necessity for France to demand and to impose, if it can, the most reduced duties, those most favourable for the future development of our exportations of wines, as well as of all other products.

In principle and in equity, we think that duties *ad valorem* are alone admissible, but their application is so difficult in practice, that in order to prevent fraud and to render effective the custom-house duties, we are compelled to give the preference to specific duties.

To what point we would reduce the French duties for similar products of American industry imported into France ?

It is difficult to state with precision, upon a question which embraces such a great variety of articles, what the general French tariff ought to be.

However, we think, with many Chambers of Commerce, that the maximum tax of 10 per cent. can be fixed for the greatest number of French industrial products. We should then be disposed to admit, upon the same bases, similar products of American industry, whilst wishing that for the application of the duties, an intelligent classification of products should be established, and that an ample number of classes should be created, in order that coarse articles should not be conglomerated in the same category as rich and luxurious articles.

All the ameliorations which the French and American governments can effect in this sense, that is to say, in lowering tariffs as much as possible and in basing them upon mutual exchange of concessions reciprocal and equitable, will be welcomed by merchants and manufacturers of our circumscription, for they are indispensable to the progress and the prosperity of our business.

Such are, Sir, the summary answers which your series of questions suggest to me. I have reason to believe that my opinion is shared by the majority of the French Chambers of Commerce. In fact, our object is to bring into more intimate relations men who work, for the benefit of humanity, the riches of the two great republics, and of grouping into an indissoluble union the multiplied forces of their commerce and of their industry. In order to accomplish this, an international exchange is necessary, guarded from surprises and disturbances. Now, the act which brings security for the two nations is the treaty of reciprocity.

The industry and commerce of Saône-et-Loire show themselves by a majority favourable to a Franco-American Treaty of Commerce, and they hope that in signing it, upon the bases which I have just indicated, the respective interests of France and the United States will be wisely safe-guarded.

Be so kind, Sir, as to accept the assurance of my highest esteem,

J. B. FERRET,

*President of the Chamber of Commerce  
of Maçon and Charolles.*

# CHAMBER OF COMMERCE

OF

## COGNAC

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*Report made in the name of the Chamber of Commerce of Cognac, by Mr. EDOUARD MARTELL, Vice-President, in reply to the series of questions addressed by the Franco-American Committee.*

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FIRST QUESTION.—What is the present importance of the exchanges between France and the United States either with reference to importation or exportation in what concerns the articles of your branch of industry?

The department of Charente has two branches of industry very important. The commerce of brandies in France, and especially with foreign countries, and the manufacturing of paper of all kinds.

The Chamber of Commerce of Cognac, not having a single manufactory of paper in the arrondissement which it represents, leaves the defence of that great industry to the Chamber of Commerce of Angoulême.

Our exportations of brandies to the United States have diminished in a manner very remarkable during the last fifteen years, and this decrease is principally due to the high duties which have been levied during that period.

From the 1st of July, 1864, to the 3rd of March, 1865, the duty was  $2\frac{1}{2}$  dollars per gallon, or 3 litres  $78\frac{1}{2}$  centilitres.

At this latter date, 3rd of March, 1865, it was raised, up to the 1st of December, 1870, to 3 dollars. Lastly, since this time, it has fallen to 2 dollars, a duty which is never less than 120 per cent. of the value of the liquor exported.

We should certainly have been able to give a greater extension to our transactions with the United States with that

tariff of 2 dollars per gallon, if we had been able to offer to the consumer our brandies at a price not exceeding four to five francs the gallon, as in 1851, an epoch in which the exports by the ports of Rochelle, Bordeaux and Tonnay-Charente had attained the considerable amount of 4,145,802 gallons, and the duty ad valorem was, however, 100 per 100. At present, in consequence of the rise in the price of all our products, the lowest price at which we could deliver our brandies varies from seven to eight francs per gallon, and the duty, as we have remarked to you above, is not less than 120 per cent.

Let us take for example the amount of the exports of 1872, one of the most prosperous years at the United States since the war of secession; it reached to a million of gallons, whilst it had exceeded four millions of gallons in 1851.

It is impossible in the present condition of things to give a greater development to our commerce, and it is for this reason that we hasten to reply to the second question which you have kindly submitted to our appreciation.

**SECOND QUESTION.**—What increase of business could, in your opinion, be reasonably expected to result from a Treaty of Commerce?

Incontestably we could, by a Treaty of Commerce, increase our business. It is high time, as Mr. Léon Chotteau has judiciously remarked, at a meeting in Philadelphia, to correct the disparity which the present state of commercial relations between France and the United States reveals.

Permit us to invoke the example of England to this effect. In 1860, a treaty was concluded between France and England upon the basis of reciprocity. The duty upon brandies was reduced from 14 shillings to 10 shillings, placing the French distillers upon the same footing of equality as the English distillers.

Has this reduction been injurious to the English indigenous products of whiskey and gin? Assuredly not. Its products have followed the same ascending scale as ours, and to convince itself of it, the American government has only to cast its eyes over the officially published documents of the English Board of Trade.

Before the Treaty of Commerce, in a period of 10 years, from 1850 to 1859, 39,121,466 gallons of brandies were imported into England, or a mean of 3,912,146 gallons per year, and the duty was 14 shillings per gallon. From 1860 to 1869, with a



reduced duty of 10 shillings, the importation of our brandy into England rose to 41,288,962 gallons, or a mean of 4,128,896 gallons per annum. You see by these figures that a slight amelioration was produced as a consequence of the reduction of the duty.

Lastly, from 1871 to 1879, our exports to England attained the colossal amount of 57,646,402 gallons, or a mean of 6,405,168 gallons during these last eight years. Let us add, without hesitation, that the amount of our exports would have been still much greater, if the phylloxera had not destroyed, since 1875, a third at least of our vintages in Charente.

These figures speak only in favour of a Treaty of Commerce, and have no need of a commentary. Let us examine, on the contrary, the results which have been attained by the protectionist system of the United States, so far as concerns our own industry.

A duty *ad valorem* of 100 per cent. has been collected upon 24,025,311 gallons of brandy from 1850 to 1860.

From 1860 to 1870, with a mean duty of 1 dollar 25 cents during the first five years of this period, and 3 dollars during the last five years, 7,374,099 gallons were consumed in the United States. In these eight last years, from 1870 to 1879, with a permanent duty of 2 dollars, the consumption was raised to 6,808,792 gallons.

These figures are perfectly authentic, they have been furnished to us by the head of the Statistical Bureau at the Ministry of Finance at Washington, and we are happy to seize this opportunity to thank the American government for having kindly placed at our disposal these documents so interesting, and which are so powerful in defense of the views which we advocate.

**THIRD QUESTION.**—What complaints are made in consequence of the present tariff on entrance to the United States?

The exorbitant tariffs, which for 19 years have weighed upon our brandies, and the diminution of the importation to the United States, demonstrate to you superabundantly that our "grievances" are legitimate.

When the tariff was from 100 per 100 *ad valorem*, and that our products were sold at prices comparatively low, the competition was possible with the indigenous productions. At present, our situation is changed. Brandies from grain have arrived at their highest degree of perfection from the point of

view of distillation. They have levied upon them duties which are not so high, the primary material is much cheaper than among us, and with this double advantage, they replace easily the consumption of our brandies.

What do we ask? A treatment which may allow us to export our spirits, even in a small quantity for consumption in America.

Our adversaries could say: You are wrong to complain of us. With the present tariff, you have exported, in 1878, in spite of the very high price in your market, 506,000 gallons.

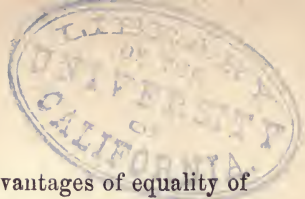
We reply in our turn: Pure brandy from wine will very soon reach such a high price, in consequence of the ravages caused by the phylloxera, that it will no longer be able to be considered, even as an article of luxury, if the present high duties are not very considerably reduced.

FOURTH QUESTION.—What changes do you desire to see introduced, either in the amount of the duties or in the mode of collecting them, on entrance to the United States?

Upon principle we are opposed to duties *ad valorem*, which often lead to confusion and fraud at the clearance of duties at the custom-house, that is to say that we are partisans of specific duties. Our desire would be to see the government of the United States enter into the same course of liberality as England, and to levy the same duty upon indigenous as upon foreign spirits.

We hear beforehand the outcry of American distillers, who will be eager to oppose a measure so radical, in affirming that their interests will be injured. Their complaints cannot be justified, because competition on our part is impossible. Their primary matter will always have a very much less value than ours, consequently, even with an equal tariff, the bourbon and rye whiskeys will be delivered to the consumer at a very inferior price to that of cognac brandy.

This is what the British government so intelligently comprehended when it concluded, in 1860, a Treaty of Commerce with France. It considered, with reason, that competition could not exist between the two countries, and that by adopting a less elevated tariff, as well for English as for French spirits, this new basis of impost would result in advantage to the treasury. It has not been mistaken in its attempt, and the excise returns prove it in an undeniable manner.



It was our duty to point out the advantages of equality of duties and to demand it for our commerce.

In case the wishes of the merchants, of whom we are the exponents, should not be heard, we earnestly pray the American government to reduce the duty upon brandy, with the following modifications in the collection of the duties :

In France and in England, spirits can be delivered at no matter what degree, and the duty is collected upon the quantity of alcohol which they contain. In a word, it is only the alcohol which is taxed. In the United States, the assessing of the impost has a very different basis ; the alcoholic strength of the minimum duty is 50 degrees. What results from this vicious system ? Old brandies, reduced by many years' evaporation, are not estimated at more than 47 or 48 degrees, and as the purchaser does not wish to pay a higher tax for old brandies than for new, the exporter is obliged to raise them to 50 degrees, and this dosage with alcohol takes away a portion of the fineness and mellowness of these superior qualities. The same inconvenience presents itself for brandies sent in bottles. They are always imported into the United States at 47 or 48 degrees, and 50 degrees are too strong, in order that the liquid might be able to be consumed agreeably. The purchaser pays, nevertheless, a duty of 2 dollars per gallon, whilst he ought to obtain a reduction for the difference of strength between 50 and 47 degrees.

In all the countries of Europe the duty is proportioned to the alcoholic strength ; we claim from the United States the same regime, because it is not admissible that spirits which enclose a less alcoholic richness should be submitted to a duty higher than those which enclose a greater.

We believe that we have answered all the questions which have been proposed to us by the Committee for the Franco-American Treaty, and we conclude in retaining the firm conviction that the Young American Republic of the United States will imitate the example of Old England in signing a treaty with France upon the basis of reciprocity, and it will be able to say, in a few years, that the treaties have enriched it in the place of having brought injury to its interests.

EDOUARD MARTELL,

*Vice-President and Reporter.*

# CHAMBER OF COMMERCE

OF

## LA ROCHELLE

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LA ROCHELLE, *June 3rd, 1879.*

MR. HIPPOLYTE CAHUZAC, *General Reporter of the French Committee for the Franco-American Treaty.*

SIR,

The interests of this district in the Franco-American Treaty are summed up principally in what has reference to the commerce of wines, of brandies and to the exportation of sardines in oil. With reference to brandies and wines, these interests are identical with those of Cognac, Angoulême and Bordeaux, so that after the Reports which doubtless have been transmitted to you already from those places, I have only to confine myself at present to some general considerations. Besides, it would not be possible to reply in a consecutive manner and precisely, at the same time, to the different paragraphs of your series of questions, especially in what has reference to the present importance of our exchanges and the increase which we may reasonably expect from a Treaty of Commerce.

In fact, for our brandies, since heavy duties have been levied upon them by the United States, the exportation of them has considerably diminished, and not being sufficient to make complete cargoes from this port, they are shipped at Charente or Bordeaux, and even at Havre ; consequently, it is not possible to know what is for destination to America of such or such house, of such or such place—it is only at the port of shipment that we could ascertain the importance of the ex-



portation, or from the statistics of the United States, that of the importation arriving from each of the ports of France, which amounts to the same thing.

What we can say is only, that with very reduced duties, our wines and brandies would have a chance of being demanded in quantities much more considerable than at present. For wines, without demanding the application of duties *ad valorem* (a mode of taxation of which I am personally not a partizan, because it leads to fraud and creates an inequality between him who does not fear to be dishonest and him who does not desire to deviate from rectitude), could there not, however, be established two classes : one for ordinary wine and the other for wine of very superior quality, approximating, for this latter, arrangements similar to those abrogated in 1875 ?

This, it seems to us, would be equitable as imposing a proportionately less duty upon wines which come into ordinary consumption than upon those of a higher price. This would not be, as in the ordinary application of the duty *ad valorem*, to open the door to fraud in rendering it beneficial to make false declarations, however little these might deviate from the exact truth, because these two classifications would be sufficiently large to be distinct, and in every case it could only be at the limits where frauds could be attempted, and this would be practically to reduce them to a mere trifle. Thus certainly there would be no fear that a crude class of wine would be represented and declared as pertaining to the category of a different class; the interests alone of the sale would prevent it.

A minimum duty must be claimed also for our vinegars; the present duty is much too high and too much subjected to the arbitrary valuations of local custom-house officers, sometimes being appraised as alimentary products and sometimes as chemical and pharmaceutical products.

As to what concerns the commerce of sardines in oil, the interest of our manufacturers is the same as that of the manufacturers of Bretagne, the specific duty proposed giving no occasion for any particular observation on our part.

Such is briefly the merchandise which principally interests us in our exports to the United States. As to our imports into this district from the United States, they have reference principally to small timber and wheats. "Merrains," or small timber, were received formerly in considerable quantities, brought as they were in vessels which came to take cargoes of brandy.

The consumption of this has diminished in proportion to the diminution of our exports, and is now very limited ; it would naturally augment, if the lowering of the duties upon our brandies increased our exports. It is well to remark that wood is received into France exempt from duty, and that in exchange we can well ask for some compensation, as under the protection of this exemption, fir, pine and oak can be imported for constructive purposes. Grains, since the last harvest, have, thanks to their being nearly free from duty, been imported into France in large quantities from the United States ; and this importation has even, it is necessary to remark, roused the attention of the agriculturists of this district, as well as of others, having amounted to 42 millions of kilogrammes in six months by the single ports of La Rochelle and of Rochefort. As some satisfaction to be given to agriculture, it would not be impossible, we think, to impose a duty upon entrance, but it ought to be but small, and would be too insignificant to prevent importation from America. This latter is still indebted to us upon the principle of reciprocal exchange.

Under the regime of the present tariffs, America cannot import into France agricultural machines and cutlery, as it can into England. Cutlery is prohibited, and agricultural machines have to bear a duty which is almost prohibitive. The new custom-house tariff proposed by Mr. Teisserenc de Bort, is intended to remedy this state of matters by taking as a basis the English tariff, and opening out for the United States an entrance into France. This inlet will be still more important, if duties are still lowered : the agricultural interest would profit largely, a cheap market of implements being above everything a powerful auxiliary to sustain competition in production.

Kindly accept, Sir, the expression of my highest esteem.

TH. VIVIER,

*Reporter.*

# CHAMBER OF COMMERCE

OF

## MONTPELLIER

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*Extract of the procès-verbal of the meeting of the Chamber of Commerce of Montpellier, on Saturday, the 7th of September, 1878.*

The President called upon Mr. J. Baldy, Secretary and Treasurer to the Chamber, instructed to present a Report upon the Franco-American Treaty of Commerce, to address the meeting.

Mr. Baldy reads the following Report :—

GENTLEMEN,

The French Committee, which has been formed in Paris with the view of preparing a Treaty of Commerce with the United States of America, has addressed to the Chamber of Commerce of Montpellier “the procès-verbal” of the Franco-American Conference, which was held at Paris on the 7th, 9th and 10th of August.

The French Committee solicits the observations of the Chamber upon the points of the Treaty which may more especially interest our district.

The Chamber of Commerce of Montpellier, which has always been in the vanguard of ideas of commercial liberty, and which has never ceased to proclaim the utility and the advantages of Treaties of Commerce, ought not to remain indifferent to a project of this kind ; it could then only associate itself with the most lively sympathy to the efforts of men the most intelligent and devoted, who have taken the initiative of this movement, and wish that their endeavours may be crowned with a complete success.

These sentiments, Gentlemen, will certainly be shared by the immense majority of commercial men, and the project of the Treaty in question will find, I also believe, a favourable acceptance from our own government.

Will it be the same on the other side of the Atlantic?

The United States have now for a long time lived under a regime of the most excessive protection, and it is to be feared that in consequence of this, great difficulties will arise.

Our honourable President, in making himself the interpreter of the sentiments of the Chamber, wrote some days ago to the Franco-American Committee, in order to express to it the regret that particular circumstances had prevented the Chamber of Montpellier from sending a representative to the conferences at the Congress, and he added very judiciously that it was especially in America that an active propaganda ought to be organised, if we wish to attain a useful result. We see, in fact, Gentlemen, by the statistics, that the movement of commercial transactions between France and the United States, which during a period of a certain number of years had followed a regular progression, diminished in a very perceptible manner since the war of Secession. At this epoch, the government of the United States imposed upon almost all merchandise of importation heavy duties, the greatest number of which was raised to 80 per cent. of the value of the merchandise, many even went beyond that enormous tax. This excessive raising of the duties has almost entirely closed this great market to our products; and, although during these two last years some slight modifications have been granted in the American tariff, the taxes are still so high in their entirety that our commercial relations with the United States have not been able to renew the development of which they are susceptible. We read in the proceedings of the meetings of Congress, and also according to an American statist, that in the course of the year 1877, France exported to the United States products representing a value of 50,355,540 dollars, about 251,777,700 francs.

On the other side, and during the same year, 1877, the United States exported to France American products representing a sum of 46,233,793 dollars or 231,168,965 francs. The sum total of the exchanges between the two countries has been stated to be about 483 millions of francs, a very much lower figure than that which it ought to be, if, as with just



reason, the author of the statement makes us to remark, the fact of the importance and variety of the natural and manufactured products of the two great nations, be taken into consideration.

Now, if we decompose the figures which I have just now enumerated, we see that of the 46 millions of dollars of American products imported into France, more than nine-tenths, or 44 millions, comprehend raw products, such as cotton, tallow, lard, provisions, wood, cereals, raw copper, petroleum, etc., merchandise exempt from duties, or very lightly taxed in France, whilst the remaining 2 millions represent manufactured products, subject to duties more or less high.

For the exportations of France to the United States, the contrary takes place. In fact, of the 50 millions of dollars of French products imported into the United States, the articles exempt from duties represent only a value of 7 millions of dollars, and all the other products, natural or manufactured, representing a value of 43 millions of dollars, are there subjected to exorbitant duties which, for the major portion, exceed 50 per cent. of the value of the merchandise.

Among those articles which especially interest our district, I will cite olive oil (51 per cent.), wines in casks (85 per cent.), brandy (104 per cent.), cream of tartar (114 francs per 100 kilogrammes, or 50 per cent. of the value), almonds in pod (67 francs per 100 kilogrammes—that is to say, three-quarters of the value of this merchandise in a year of good crop).

The principal cause of those exorbitant duties was the financial difficulties of the United States after the war; we may hope, now that the situation of the American treasury will permit the government of Washington to lower the present tariffs in such a considerable manner as to induce the French government to make analogous concessions.

Although that may come to pass, the Chamber of Commerce of Montpellier, which, quite recently, has pronounced in the most formal manner in favour of the renewal of Treaties of Commerce, can only wish for the success of the project which has just been elaborated, persuaded that a Treaty of that nature, concluded between France and the United States, would bring between those two nations, and for their greater advantage, a considerable increase in their commercial relations.

Without doubt, we are not able to deny that by the aid of an exaggerated protection, American industry has made during the last few years immense progress ; and we may fear that as a consequence of the conclusion of the Treaty of Commerce projected, a serious competition may bring certain trouble into some of our industries. Happily, Gentlemen, we have at hand the experience of the past. Since the putting into practice of our Treaties of Commerce with England and other nations, French industry has progressed, and has given proofs of its vitality.

Some private interests will, perhaps, have to suffer from it, but the interests of commerce in general and especially those of consumers, who are infinitely the greatest number, can only be profited by it.

To sum up, Gentlemen, this is the economy of the projected Treaty which engages our attention.

France undertakes to admit, pending the duration of the Treaty, which will be for ten consecutive years, the natural products or works of the United States imported into France at the rates of the duties of the conventional tariff, such as they result from the Treaties concluded between France and Great Britain and other countries.

On their part, the United States would consent upon the present tariffs to some reductions.

We cannot deny that there would be a sensible amelioration, although on referring to the custom-house tariffs of the countries with which we have Treaties of Commerce, such as England, Italy, and Switzerland, we should see that these same articles are exempt from duties, or are subject to taxes infinitely more moderate.

In what concerns wines, we ought to recognise the fact that the reduction is still considerable.

The conditions of this Treaty, Gentlemen, would not give, doubtless, entire satisfaction to the ideas of the Chamber in the matter of Free Trade, but we ought not to lose sight of this fact ; that treating with a country where the regime of protection has always prevailed, it does not become us to be too particular. In order to obtain something, we must not ask too much, and if the project, elaborated by the Franco-American Congress arrives at a satisfactory result, that will be already an important progress, regard being had to the reductions of duties of which some of our products will reap the benefit.

For the moment, we are only dealing with a kind of sketch of a Treaty, and not with a real Treaty entering into detailed tariffs as intended to be submitted to the legislative section.

We have desired only to prepare the ground, and later, if we ever come there, official negotiators will have to occupy themselves with the preparations of the definitive Treaty, we must presume that the Chambers of Commerce will be consulted, and then will be the opportunity of urging our views and the demands which we shall have to formulate.

In the mean time, we have only, I believe, to thank the French Committee for the communications which it has kindly made to us, assuring it anew of our entire sympathy and reiterating to it our wishes for the success of its enterprise.

After reading this, and upon the proposition of the President, the Chamber, adopting the conclusions of this Report, decides that a copy shall be addressed to the President of the Franco-American Committee at Paris, and votes a sum as its subscription to the important work of the French Committee.

H. PAGEZY,

*President of the Chamber.*

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# N A N T E S

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*To the General Reporter of the Committee for a Franco-American Treaty of Commerce at Paris.*

NANTES, April, 19th, 1879.

SIR,

I have the honour to address to you the Report which you required from me, upon the relations which exist between our district and the United States, and upon the observations which the interested industries deem it proper to present on the subject of a Treaty of Commerce to be concluded between France and the United States. I have followed for the different industries the series of questions which you have addressed to me, and I hope that the observations which some of our principal manufacturers have transmitted to me, will furnish you with useful information for the object which you propose to attain. I regret that I am not able to group in my Report, a greater number of industries; but in our port, the exchanges with the United States are very limited, and consequently the persons interested in studying this question are comparatively few.

## LEATHERS

The importation of the leathers of the United States into France has always been insignificant. The annual period from June, 1877 to June, 1878, furnishes an amount of 114,800 francs. This industry is protected by the duties of the general tariff of the custom-houses which are for curried leathers from 240 francs the 100 kilogrammes, and for simply tanned leathers, from 54 francs the 100 kilogrammes, or about 20 to 30 per cent. of the value of the products.

It is more difficult to define exactly the importance of the



exportations; they have reference especially to small skins, calf's leather, waxed and varnished, skins for glove and hat manufactories, etc., and were able, five years ago, to amount to more than 50,000,000 francs; at present, they scarcely reach one fifth of that amount.

Tannery is divided into two very distinct branches.

1st. Tanning of heavy leathers, leathers for soles, for harness, for leather straps or strings, etc.

2nd. That of light skins, such as varnished and waxed calf skins for boots and shoes, glovery skins, etc.

These two industries, although generally united in the same hands, have interests diametrically opposed to each other.

The Americans can manufacture 20 per cent. cheaper than the French, leathers of the first category. They have skins, and especially tanning materials, upon conditions for which the French will never be able to obtain them (to produce 100 kilogrammes of raw leather, the Americans use 20 francs worth of tanning material, the French, to obtain the same results, employ 45 francs worth). Consequently, our manufacturers of this kind of leathers, would see with pain the duty which protects them lowered, and they cite the example of England, where tanning, which is not protected by any duty, is crushed, and will soon no longer exist.

Our manufacturers are free traders in what concerns light skins; they do not fear competition, and they only ask for outlets for these articles. For a long time, they have had a monopoly of furnishing this kind of leather to the Americans. But the improvements which they have been able to make in their manufacturing, and the protective duty of 25 per cent., *ad valorem*, which they have always preserved, have created for their indigenous products a very marked advantage, and for some years, our exports have dwindled down to pitiable conditions.

This state of this industry explains why the new custom-house tariff proposed at this moment for the consideration of our legislators has caused a general discontent; one of the branches of the industry is sacrificed, and there is accorded no compensation to the other.

We believe generally that, for one country as well as for the other, the advantages of a Treaty of Commerce would be considerable, and that all the parties of the industry would profit largely by a more reduced tariff and by mutual concessions.

The industry of large leathers is very important in France, both from the capital and the interests which are engaged in it. It gives value to two great products of our agriculture, skins and barks of the forests; it is indispensable for furnishing our marine and our army; it ought not to be sacrificed; but we think that it would experience no serious inconvenience or prejudice by a reduction of our present tariff of 240 francs to 100 francs, and of that of 54 francs to 30 francs. In a word, we think that a protection duty of 10 to 12 per cent. *ad valorem* of the products, would constitute for our manufacturers a sufficient protection; this would be nearly equivalent to the advantage which the abundance and cheapness of tanning material procure for the Americans.

We should require, on the contrary, for the light French skins, the reduction in that ratio of the tariff of entrance to the United States, persuaded that then we should soon arrive again at the preceding amount of our exportations.

But energetic protestations are unanimous against every tariff, whether general tariff of custom-houses or a tariff established by a Treaty of Commerce, which would lower the existing duties at the entrance into France, without obtaining from the Americans an equivalent reduction of their own tariffs. Our manufacturers are generally tanners of heavy and light skins, they are then interested on the two sides of the question, and it would be a lure, without appreciable profit to any French industry, to sacrifice them on one side, without giving to them on the other the compensation which is due to them.

## CONSERVED FOODS

It would be necessary to make some difficult researches and to require information from the bureaux of the custom-house of the ports of export, to know exactly the importance of the exportations of preserved foods of France to the United States. However, we believe that these exports may be valued at about 75,000 cases of sardines, or 7,500,000 tins. Preserved vegetable matters, especially those prepared at Paris, give rise to a very considerable commerce of exportation to the United States; we estimate the quantities exported from Paris, Nantes and Bordeaux at not less than 15,000 cases, or 1,500,000 tins.

Fruits preserved in syrup, in brandy and in vinegar are but

little made at Nantes, and consequently, it is not possible to furnish information with respect to them.

As to American preserves imported into France, it is equally very difficult to estimate the importance of them; the administration of the custom-houses at Paris could alone give precise information on this subject.

Nevertheless, we believe that the quantities must come near to our exports, with a prompt tendency to augmentation, because of the very cheap conserved imports, such as lobster, oysters, salmon, meats, and the relatively light duties which are levied upon them on their entrance.

Our manufacturers are generally convinced that a Treaty of Commerce reducing the duties would augment considerably the consumption of French preserves in the United States; this augmentation would be so much the greater as the duties should be lighter.

They complain of the highness of the duties, and that they are higher for our products than those paid by the Americans for similar products imported into France.

They would wish that the duties should be levied upon the net weight, and no longer upon the dimensions of the tins, pots or flasks, or upon the value of the products.

As to the duties, our manufacturers would wish to see them reduced as much as possible.

With complete reciprocity, upon equal conditions—that is to say, similar duties—they believe that they could compete with the Americans; and they declare that if they must renounce the manufacturing of certain products more abundant among the Americans than among us, they have others for which they are better situated. The lowering of the duties augmenting considerably the consumption of these latter, production would be by so much the more increased, and in that they would then have compensation.

## SHIPS

The constructors of ships of wood and of iron demand that in the concluding of a Treaty with the United States of America, an important modification should be made, in what concerns their industry, in the present state of things, which permits America to sell every year to our shipowners a very



considerable number of ships, whilst it is impossible for our merchants or constructors to sell a single ship to the Americans. This inequality has reference exclusively to what concerns the duties of francisation, which are very low, since they are only from

40 fr.	plus 4 %	per ton of gauge for ships of wood
50 fr.	„ 4 % „	„ „ for ships of wood and iron
60 fr.	„ 4 % „	„ „ for ships of iron

And this is the case for all foreign ships which are purchased in France, whilst to naturalise a foreign ship in America, in consequence of the completely prohibitive duties, is found utterly impossible. In these conditions, French manufacturers cannot match with the American constructors, who come to compete with us, whilst we cannot go to compete with them.

It is then to be desired that the present state of things should be modified, in the sense, at least, of reciprocity—that is to say, that the prohibitive duties actually in force in the United States should be brought to an equality with the duties of francisation actually levied in France.

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## GENERAL OBSERVATIONS

If the present importance of the exchanges between France and the United States is moderate, it is first owing to the high duties of the United States custom-house tariffs, which are for the most part prohibitive; then, because, by reciprocity, the products coming from America are submitted to the regime of the general tariff of our country.

Although the general tariff of the custom-houses of France contain duties much higher than those laid down in the conventional tariff, it comprises many objects, however, admitted either free or by means of duties varying from 5 to 10 per cent. It is thus that the United States can export to France salt meats and preserved fish, such as lobster, on payment of a duty varying between 5 and 10 per cent., when the same articles of French origin have levied upon them, on their entrance into the United States, a duty which is not less than 50 per cent.



Consequently, the importations to the United States of salt meats, and preserved food, especially sardines in oil, from the departments of the West, have diminished in great proportion since the application of the prohibitive tariff of the United States.

A Treaty of Commerce with the United States would be really profitable to France only if there were reciprocity of exchanges. The soil of America contains considerable riches of many kinds; mineral oil, coal, lead, iron and silver ores, copper and zinc ores; the cultivation of cotton is not one of the least sources of its wealth. It would be for the interest of France to receive these primary materials—the real food of her industry—free from duty, but upon the condition that by reciprocity, the United States should receive, duty free, or with a very moderate duty, the products of French soil, as well as those obtained by our manufacturing.

By the aid of the numerous riches with which nature has endowed the United States of America, that country has created, under the shelter of protection, an important industry which makes a very active competition with the English products imported into Canada; this competition has assumed a character sufficiently disquieting to provoke, in England, some demonstrations in favour of a custom-house tariff destined to protect the English importation, in that part of America, against the competition of the United States.

In this situation, it would be imprudent, we think, to contract a Treaty of Commerce with America, which would not safeguard the interests of France by compensating duties.

France can import to the United States, principally, objects due to the Parisian industry, silk goods, ribbons, leathers, varnishes, refined sugar, preserved food, wines, brandies; but it would not be right that these objects should be prohibited or have levied upon them, by the American custom-house, prohibitive duties, when the products of America could be imported into France duty free, or at least, on payment only of reduced duties.

In order that a Treaty of Commerce between France and the United States may be profitable to the two countries, it is necessary to assure reciprocity of exchanges. This reciprocity will only be able to be obtained, if America consents to receive the manufactured products of France by means of moderate duties, in return for which our country will permit the intro-

duction of American products under the regime of a conventional tariff.

Such is, Sir, the information which I have succeeded in obtaining, and which I have thought would be useful to you. I renew to you, in concluding, my regrets at not being able to furnish you with more complete data, but I hope you will find in these some elucidations which may be beneficial for the object which you propose to attain.

In this hope, be so kind as to accept the assurance of my highest esteem.

DENIS CROUAN,

*Shipowner.*



# CHAMBER OF COMMERCE

OF

## GRENOBLE

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*Answers to the series of Questions of the Committee of the Franco-American Treaty of Commerce.*

FIRST QUESTION.—What is the present importance of the exchanges between France and the United States with reference to imports and exports in what concerns the articles of your branch of industry ?

The amount of the exportation of gloves from Grenoble varies between 25 to 30 millions per annum. The principal present outlet is England. The business transacted directly with the United States absorbs scarcely one-sixth of that amount ; but it would take a great extension, if the duties were lowered as the manufacturing interest of Grenoble requires. Besides gloves, France exports dyed skins for glove manufactories, and she receives, in return, raw skins fit to be converted into gloves. This importation of raw skins assumes every year an importance continually increasing ; it is not possible to state precisely the amount of it, as we do not dispose of the official returns of the custom-house.

SECOND QUESTION.—What increase of business, in your opinion, might be reasonably expected to result from a Treaty of Commerce ?

A Treaty of Commerce would increase the exportation of our articles to the United States, at least, in the proportion of the lowering of the duties at entrance. If the duties were fixed on entrance to the United States at a moderate amount, our exportation to that country would be raised at least from 15 to 20 millions.

THIRD QUESTION.—What complaints, in your industry, do the present tariffs on entrance to the United States occasion ?

They give rise to complaints of many kinds. First, the excessive nature of the duties on entrance, which are, upon our articles, from 50 per cent. *ad valorem*.

Then the incessant worry of the custom-house, whose employés arbitrarily raise the prices fixed by the manufacturers in the invoices.

These employés cannot know and be able to fix exactly the price of different qualities and different marks. The incessant variations of fashion come also to complicate this difficulty. From all this arise incessant disputes between the custom-house of America and the importers of gloves to the United States.

In fine, the manufacturers of gloves of Grenoble complain that the custom-house of the United States levies supplementary duties of commission, of package, of transport, etc., which augment still further the duties already so high.

FOURTH QUESTION.—What change do you desire to see effected, either in the "quota" of the duties, or in the mode of collection at the entrance to the United States ?

We should desire to see suppressed the duties *ad valorem*, and to see them replaced by specific duties, which are more easily applied, and which alone can suppress fraud and law-suits.

FIFTH QUESTION.—To what point would you lower the taxes of the French tariff for similar products of American industry which should be imported into France ?

We do not require any protection, and we admit that similar products of American industry, skins or gloves, should enter duty free into France.

DUHAMEL,

*President of the Grenoble Chamber of Commerce.*



# CHAMBER OF COMMERCE

OF

## ANGOULEME (CHARENTE)

*Meeting of the 9th of June, 1879*

Before stating precisely in detail the wishes of the different industries and commerce of its circumscription, such as have been collected from the inquiry just instituted, the Chamber of Commerce of Angoulême desires especially to place into full light this important result of its inquiry, that the experience of Treaties of Commerce between France and other countries thoroughly convinces it that the absence of a Treaty of Commerce with America is in every way contrary to our interest.

The United States of America, borrowing in fact the medium of other nations with whom we have a Treaty of Commerce, escape the application of our general tariff, and introduce, in spite of everything, their products at the price of the conventional tariff, the most advantageous, whilst reciprocity is not true for us, the United States of America not having concluded, up to the present time, any Treaty of Commerce and applying indiscriminately their general tariffs to all nations.

Outside of the industry of paper and the commerce of brandies of Cognac, which are the principal branches of the industry and commerce of this circumscription, some other kinds of commerce and industry are still susceptible of extending their commercial relations in America in an important proportion. Such are the manufacturing of felts and of metallic cloth for paper fabrics, metallic cloth for all other uses, the construction of industrial and agricultural machines, corn trade, iron and steel, vestments, made-up shoemaking, groceries, preserves, salt meats, oils and oleagenous grains.

## PAPER MANUFACTURING.

The present tariffs applied to our products are fixed at 35 per cent. *ad valorem*. They are by so much the more elevated as the greatest part of the papers which we export to the United States are glazed, ruled, transformed into letter heads, orders, registers, etc. In a word, they have received the last finish of hand-work, so that the price being at its maximum, the tariff is by so much raised and becomes consequently almost prohibitive. It would be difficult to state precisely the amount of the French exportation, the custom-houses' office not furnishing special statistics for America. It is quite as difficult to indicate the amount of the importation of paper into France by the United States, the latter making use of the medium of England to profit by the reduced tariffs of our Treaty with that country.

Paper requires some protective duties to be fixed by reciprocity for the two nations; for writing-paper, printing-paper, glazed or not, it requires especially the substitution of the specific duty in the place of duty *ad valorem*. It desires, also, if the duty of export upon the primary material—rags of every kind and of all qualities—is suppressed in France, the same course should be adopted by the United States, so that these primary materials may be imported and exported freely by the two countries.

## BRANDIES OF COGNAC

The commerce of brandies, before the war of Secession, when the duties on entrance to the United States were fixed at 30 francs per hectolitre, was of great importance in the departement of Charente: we could estimate it at 70,000 casks of brandy, at least, each one of which contained 5 hectolitres.

Since the application of the present tariffs, the same brandies have to pay 2 dollars per gallon, or 260 francs of duty per hectolitre at 50 centesimal degrees. But as new or young brandies are exported at 58 degrees, the duty of clearance being fixed in the ratio of the alcoholic richness, attains really the sum of 301 francs 60 centimes per hectolitre.

We can say that during the last fifteen years, this duty represents about three times the value of the hectolitre in the market of Cognac.

Under the influence of its application, our exports from Charente have diminished nine-tenths to the United States, and the landed property has lost much of its value.

The commerce of brandies of Cognac requires the return to the old tariff with the application of the specific duty, the only one which is favourable to high-priced brandies, and the modification of the mode of present collection, which demands enormous advances on the part of exporters, since brandies cannot remain in bond longer than a year after that delay; the duty of clearance must be paid, whether the brandy be sold or not, calculating the amount at the price of the invoice, without taking into account leakage.

### FELTS FOR PAPER MACHINES

The manufacturing of paper has made in the United States very remarkable progress, so that there are numerous establishments there which are able to compete in all the markets with similar French products. The use of felts must be considerable there; however, with the present regime of the custom-houses, the exportation of French felts is of very little importance. It is probable, however, that, if our products had levied upon them duties not so high, our exportation would be much developed.

### METALLIC "TOILES"

Metallic toiles, apart from their ordinary use employed in paper making and "minotery," are at present the object of an exportation to the United States of little importance; but the diminution of the American tariffs would favour very much the development of it. This industry, very extended and considerable at Angoulême, would accept reciprocity of tariffs, both for exportation and importation.

### INDUSTRIAL AND AGRICULTURAL MACHINES AND IRONMONGERY

Articles of ironmongery have levied upon them in the United States a duty of 60 per cent., payable in gold, which, with the charges of transport and the expenses of agents, are equiva-



lent to prohibition. As to American importation, the Universal Exhibition has revealed to us the immense resources of that industrious people, who have carried the invention and construction of machines, articles of ironmongery, and especially carriage building, to such a degree of perfection, that they equal at least—if they do not surpass—French productions. Already borrowing the medium of England, America imports among us certain articles. But, however, for equal weights, especially for ironmongery, the American articles are dearer than ours. These industries would regard, therefore, as advantageous to the French, the application of duties *ad valorem*, based upon tariffs at present in existence, in our Treaties of Commerce.

### “MINOTERY”

More than all other industries, minotery wishes for a Treaty of Commerce, from which, it appears, it would profit largely. For some years, considerable quantities of American wheat have been introduced into France. This year especially the importation will exceed, they say, 12 millions of hectolitres.

Our agriculturists are frightened at this invasion of American wheat; thanks to which we are protected from those high prices of wheat which stop every commercial movement, and impose upon the necessitous classes very hard privations. But we must remark that these immense importations result from two successive good harvests in the United States and from several moderate or bad harvests among us.

There is no necessity to make scarcity and want succeed to abundance to sacrifice the consumer, under pretext of protecting a producer, who for the last fifty years has augmented the price of his estate, producer of wheat.

Minotery would not appear to find exaggerated a protective duty of 1 franc per hectolitre upon American wheat, but it would desire that flour should have levied upon it 2 francs per 100 kilogrammes, in order to permit to French “industriels” to do the work of “mouture” and to superintend the execution of it.

It insists especially that exchanges in what concerns grain and flour may be placed under the law of absolute reciprocity, in order that in years of abundance our agriculture may remunerate itself by exportation for the losses which it might have sustained during bad years.



## IRON AND STEEL

The industries of iron and steel are not very important in the circumscription with reference to exportation. They supply especially material for the construction of machines of which the exportation is sufficiently considerable, independently of the United States. A single establishment could export upon a great scale, that of Sireuil; but in presence of the development and of the progress of this industry in the United States, our local industry is of opinion that there is rather occasion for thinking of self-protection against the introduction of American ironwork. The greatest prudence is necessary in the state of the two industries. There is no occasion to treat the Americans more advantageously than the English.

## SHOEMAKING

Shoemaking in our circumscription does not export to America. It would, however, have the advantage of receiving some American products at the prices of moderate tariffs. The price of leather is raised more and more by the increase of the well-being of all classes of society and consequently extension of consumption in the arts and industry. America appears especially to succeed in the manufacturing of heavy leathers, whilst France would have a marked superiority for light leathers. In these conditions, the tariffs could be combined in a manner to increase the exchanges in view of favouring the two countries.

## GROCERY, OILS, SALT MEATS COLONIAL PRODUCE

The considerable importation of fats, salted meats, petroleum and preserves of America has exercised upon the course of similar French produce a most depressive influence. The depreciation of fat pork and oils has been very considerable. There would be room to impose upon American products a duty of 10 francs per 100 kilogrammes upon the two articles—oils of petroleum and fats or salted meats—to protect our agriculture and our producers.

CHAUVEAU,

*President of the Chamber of Commerce  
of Angoulême.*

# CHAMBER OF COMMERCE

OF

## BAYONNE

(Department of the Basses-Pyrénées)

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*The PRESIDENT of the Chamber of Commerce of Bayonne to  
Mr. H. CAHUZAC, General Reporter of the French Committee.*

BAYONNE, 12th April, 1879.

SIR,

I have received the letter which you have done me the honor of writing to me.

Our relations with the United States being in some measure nil and our department not possessing unfortunately any important industrial establishment, the Chamber has thought that the nomination of a special Reporter in our districts would not be of any utility.

But since it is a question of a Franco-American Treaty of Commerce, I think it right to transmit to you the letter which our Chamber addressed on the 17th of June, 1878, to the Minister of Agriculture and of Commerce with reference to the subject of the excessive tariffs of the United States upon our fabrics.

Kindly accept the assurance of my high esteem.

PORTOS,

*President of the Bayonne Chamber of Commerce.*

*To the Minister of Agriculture and Commerce, Versailles.*

BAYONNE, 17th June 1878.

Without fearing to wound the principles of commercial liberty of which it appreciates more than ever the benefits, the Chamber of Commerce of Bayonne considers it a duty to point out and to recommend to your serious solicitude the complaints of the Landais proprietors, and of the merchants who work the resin business of this department.

In presence of the system of complete prohibition applied by the United States to the nations of Europe, France sees its manufactured products repulsed in a measure by these States, since they are in general subjected to duties varying between 40 and 70 per cent.

Consequently, the Chamber believes that it acts wisely in emitting a wish that a tax should be applied to the American resins imported into France.

Penetrated with the spirit of justice of the 5th article of the project of law relative to the establishment of the general tariff of the custom-houses, it does not hesitate to demand in advance the application of that article by considerations of the highest importance.

You know, Sir, that the production of French resins is considerable. It enables us to export each year to Germany, to England, to Belgium and other foreign surrounding markets : 3,000 to 3,400 tons of essences of turpentine, and 17,000 tons of colophanes, dry pitch and resins.

Then, in spite of its multiplied industries, France cannot consume more than a very small portion of its products and those encounter, in all the foreign markets, similar products of the United States.

This competition is exercised even with success upon our own markets, where it becomes by so much the more formidable, as it is free from all duties.

So, we see all the paper-mills of the East, of the Centre and of the South of France provide themselves with American resins by the ports of Cette and of Marseille alone.

Formerly, resins were taxed on their entrance into France from 25 francs to 27 francs 50 centimes per 100 kilogrammes

upon essences of turpentine, and from 5 francs to 5 francs 50 centimes per 100 kilogrammes upon pitch and tar and colophanes.

Since that, we have generously opened our ports to them, the progression of the American importations has increased in proportions which create for us a dismal situation.

The evil is aggravated every day, and threatens to become disastrous for our proprietors.

Thus, the importations which were, in 1873, only 139,139 kilogrammes for resins, attained, in 1877, the enormous amount of 2,823,007 kilogrammes.

The exportations which had attained by the port of Bordeaux, in 1875, the amount of 10,349 tons, and by that of Bayonne the amount of 19,532 tons, fell, in 1877, to 5,774 tons for the first and 15,588 for the second.

It should then be urgent to try to find a remedy for this danger, to establish provisionally, whilst waiting for a Treaty of Commerce, the following import duties:—

### UPON ESSENCES OF TURPENTINE

7 francs to 8 francs per 100 kilogrammes by French vessels coming direct from the United States.

10 francs to 12 francs per 100 kilogrammes imported from the marts of Europe by sea or by land.

3 francs to 4 francs per 100 kilogrammes coming directly from the United States by French ships.

### UPON DRY PITCHES, UPON COLOPHANES AND DISTILLED RESINS

5 francs to 5 francs 50 centimes per 100 kilogrammes imported from the marts of Europe by sea or by land.

Powerful French interests, Sir, would receive thus a reciprocal protection, which the American tariffs have rendered just and necessary.

The French treasury will find there a profit. Our industries will suffer little from it, seeing the moderate price to which these vegetable products have fallen, and the United States



will comprehend, perhaps, that it is their interest to render their markets more accessible to our products.

They will render also homage to this truth, which tends every day to take deeper and stronger roots among civilized nations, that there does not exist a more solid pledge of peace, of union and of prosperity among great States, than a Treaty of Commerce in harmony with new ideas.

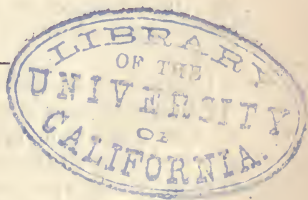
We believe then, Sir, in the interest of the Landais proprietors, cruelly affected by the metallurgic crisis, in that of French commerce, and of our merchant marine so tried, that we ought to urge upon you the quick application of the duties above enumerated.

With reference to direct importations in foreign ships, we leave to your mature experience and to your wisdom the care of fixing a duty according to flag, always having regard to reciprocity.

Have the kindness to accept, Sir, the assurance of our high esteem and respect.

PORTOS,

*President of the Bayonne Chamber of Commerce.*



# CHAMBER OF COMMERCE

OF

## NANCY

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To Mr. HIPPOLYTE CAHUZAC, *General Reporter.*

NANCY, 17th May, 1879.

SIR,

After having taken the advice of the Chamber of Commerce of Nancy, I have communicated a copy of the series of questions which you have addressed to me, to the different manufacturers of our district capable of sending their products to the United States of America. These are the facts which have been furnished to me by the industries of crystallery and of hats.

Crystallery alone exports annually, under present conditions, for 400,000 francs of crystal. The amount can be raised triple or even quadruple under sufficiently moderate duties. They are now from 40 to 45 per cent. of the value. It would wish very moderate reciprocal duties, based upon weight and the establishment of a single category without distinction for colour, for cut plain or crystal. The importation of glass and crystals of the United States of America is nothing.

The importation, as well as the exportation of hats, "Palmier" and "Panama," is between the two countries almost nothing.

The importation to the United States would become very important with duties which our manufacturers wish to see lowered to an equality with French duties; these latter are

from 10 to 14 francs per 100 kilogrammes, whilst the United States collect 40 per cent. of the value, which is equivalent to prohibition. The importations of America into our district, which comprehends all the department of Meurthe and Moselle, are food produce, such as meats, salted pork and lard in variable quantities, and have acquired a certain importance lately. I do not speak of raw cotton, which ought not, no doubt, to be subjected to any tariff, and which besides is not much used in this locality.

I have the honour to be, Sir,

Your obedient servant,

XARDEL,

*President of the Chamber of Commerce  
of Nancy.*

# CHAMBER OF COMMERCE

OF

## H A V R E

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*To Mr. E. MENIER, President of the Franco-American  
Committee.*

HAVRE, *July 4th*, 1879.

MR. PRESIDENT,

We have received your letter of the 16th of May, transmitted through one of the members of the Chamber of Commerce of Havre, Mr. Siegfried, containing a series of questions prepared by the French committee with reference to the important subject of a Treaty of Commerce to be concluded between France and the United States.

You express the desire of being informed, in what relates to our district, of the importance of the exchanges with the United States, upon the increase of business which might be reasonably expected from a Treaty of Commerce, and upon the tariffs which ought to be adopted, etc.

Havre, Mr. President, is, above everything, a great market, to which are imported goods from every country, and through which is also exported every article of interior production. The part of the local industry in this movement is only secondary, and it is not in this point of view only, but rather in the point of view of the whole, upon every article in general, that the question ought to be looked at by us.

We will not enter then into an examination of the duties to be established, having, so to say, no article that especially calls our attention to exclusion of others. We therefore will content ourselves with giving our opinion concerning the principle of a Treaty.



In this respect, it will be sufficient for us to recall the following opinion, expressed by the Chamber, after a deliberation, in a Report addressed to your committee, on the 28th of November, 1878.

“ We consider that the only means of developing our exports and industrial and agricultural productions, as well as to assure to our workpeople the means of existence, is to create exterior outlets. It is very certain that we shall arrive at this result, only by reciprocal concessions upon the general tariffs of the contracting countries ; in facilitating exchanges, these concessions will have for result the development of international traffic.

“ But in order to be profitable, these concessions ought to be protected from caprice and from the financial necessities of the contracting countries, and ought to have a determinate duration sufficiently long to permit to industry to supply itself with means and appliances for new wants.

“ The Chamber of Commerce of Havre pronounces itself then in favour, as it always has done, of the renewal of Treaties of Commerce, and expresses the wish that the duration of these new Treaties should be fixed at ten years.”

The Chamber of Commerce has nothing to change in these declarations. It continues to be persuaded that the conclusion of Treaties of Commerce well established is the means the most certain of increasing the movements of exchanges, of assuring the existence of the industries of a country and of permitting, by the security which they give to the future, the creating new ones, with the hope of seeing them prosper.

It would see, in particular, with satisfaction, this regime extended to the United States, with which the port of Havre has such numerous relations, and it can only applaud the efforts made by the committee over which you preside, to arrive at this result.

Accept, Mr. President, the assurance of my highest esteem,

MALLET,

*President of the Chamber of Commerce  
of Havre.*

# CHAMBER OF COMMERCE

## OF

### MARSEILLE

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*To the President of the Chamber of Commerce of Marseille.*

MARSEILLE, 24th of June, 1879.

MR. PRESIDENT,

I have the honour of replying to the series of questions which you addressed to me in my capacity of President of the Syndicate of Manufacturers of Pure Soap.

1st.—What is the present importance of the exchanges between France and the United States, either with reference to imports or exports, in what concerns the articles of your branch of industry?

The exportation of soaps of Marseille for the United States by the Atlantic and the Pacific, amounts to between 1,300,000 and 1,400,000 kilogrammes. No soaps come to us from the United States.

2nd.—What complaints arise in your industry from the present tariffs at the United States?

Since the war of Secession, all the products imported into America have had levied upon them very high duties, which have much diminished the export from Marseille. Soaps are subjected to the ordinary tariff, and pay a duty of 20 per cent. *ad valorem*, and about 10 centimes per kilogramme. These duties have called into existence in America the manufacturing of different kinds of soap of inferior intrinsic value to those of Marseille, but which do for ordinary purposes, and they have encouraged, among us, an alteration of quality, very detrimental to the reputation of Marseille soap.

3rd.—What increase of business might be reasonably expected from a Treaty of Commerce?

It is legitimate to suppose that owing to the lowering of the duties upon soaps from Marseille, the manufacturing would attain its old amount of 1858, before the exaggerated duties—namely, 2,700,000 kilogrammes.

4th.—What changes do you desire to see introduced, either in the quota of the duties or into the manner of its collection on entrance into the United States ?

We should desire that the duties on entrance should be reduced, as much as possible, below the rates at which they were fixed before the war. We think that the most just and convenient mode of collection would be by the 100 kilogrammes.

To what rate would you lower the French tariff for similar products of American industry that might be imported into France ?

Foreign soaps are admitted into France at a duty of 6 francs per 100 kilogrammes. There is no need to make an exception for the United States, and we ask for reciprocity at this rate.

The Syndical Chamber of Manufacturers of Soap takes advantage of the opportunity which presents itself of corresponding with the Chamber of Commerce to beg of it to ask, in its name, in the new Treaty with America, that it may be stipulated for a lowering of all duties which still burthen different sorts of oils which that vast country sends to us, or can send, and the continuance of admitting duty free fats, lards and drippings.

I have the honour to be, with the greatest respect, Mr. President, your very humble and obedient servant,

CH. ROULET, *Soap Manufacturer.*

## GLYCERINE

France furnishes at present to the United States quantities of glycerine of considerable importance. This product is destined to the manufacturing of dynamite, and the immense works which engineers execute upon the soil of North America give rise to a consumption to which that of no other country

in the world is comparable. Glycerine being the residuum of the manufacturing of stearic candles and the production of these matters only taking place in the proportion of 6 to 7 per cent. of the primary matter employed, the consequence is that a consumption of glycerine so considerable as that of the United States could not be sufficiently supplied by national manufactories. Consequently, the duty on entrance upon glycerine into the United States has the direct effect of cramping the works in mines, cuttings and constructions, of which that country has so great need. We ask that French glycerine may be freed from duty of any kind on its entrance to the United States. It is a concession which will cost the American treasury very little, and which, on the contrary, will be very useful to the country.

We do not see that any inconvenience would arise by admitting duty free into France American glycerines.

### STEARIC CANDLES

France at present exports to the United States stearic candles in quantities absolutely insignificant. That arises from the fact of the primary material for manufacturing being so abundantly produced in the United States. From this circumstance, the manufactories of that country have an advantageous position. Moreover, the excessively cheap lighting from petroleum causes a competition of a very serious nature with candles in the United States, as everywhere else; and, lastly, the custom-house duties are almost prohibitive.

Consequently, if it be desired to introduce into the United States the stearic products of our French manufactories, so much sought after and so renowned, it will be absolutely necessary to obtain the complete abolition of the custom-house duties. On these conditions, there would be some chance of transacting business with the United States, notwithstanding their natural advantages of position.

We ought to grant to the stearic products of the United States, on their entrance into France, the treatment of the most favoured nation.

Although French stearinery has not at present any necessity to protect itself against that of America, it is necessary to take special care not to lose sight of the solidarity which attaches Treaties of Commerce one to another, and not to



make concessions to the United States, which to them would be valueless or absolutely nothing, but which, when conceded to Belgium, Holland and England, would become very dangerous.

We demand, also, for the soap manufacturing, the entrance duty free of fat, lard and dripping of every kind which comes from America. It would be even useful to add to the nomenclature of those substances destined to enter duty free into France fat substances destined for stearinery. Every day inventors discover and bring into use new concrete oils, and it would tend to reduce the stearinery of France to a state of marked inferiority, if its primary materials had levied upon them any custom-house duties.

FREDERIC FOURNIER,

*Soap and Candle Manufacturer.*



# NORD

Report upon the principal industries of the department of the Nord interested, or susceptible of being so, in a Treaty of Commerce between France and the United States of America.

To place in a certain order my indications, I shall consider separately—

I.—AGRICULTURAL INDUSTRY.

II.—EXTRACTIVE AND METALLURGIC INDUSTRY.

III.—MANUFACTURING INDUSTRY.

Although of divers importance, these three branches of production have attained in the Nord a very high development, and have made it for a long time the richest of the departments of France.

## I.—AGRICULTURAL INDUSTRY

The two agricultural products in which the Nord can be interested with reference to a Treaty of Commerce with the United States are principally wheat and cattle. It is well known that the United States are in an exceptionably favourable condition to export into Europe, and into France in particular, these products.

In what concerns wheat, their exportations have been very considerable within these last few years, and it is due to them in part that we have remedied the deficiency of many successive bad harvests. The result has been to maintain prices at an average of from 20 to 22 francs the hectolitre.

The agriculturists of the North in general have not failed to join themselves to those who have for a long time protested against this result of the importations of American wheats, and

who treat as insufficient the duty of 60 centimes per 100 kilogrammes, which are levied upon wheats imported into France. It has been affirmed, but without positive proofs, that the price of the hectolitre of wheat this year has been lower than the cost of production. If this fact were true, it would be sufficiently grave for the Nord, which is the department of France where the production of wheat is by far the most considerable; this production exceeding, in 1875, 3,200,000 hectolitres.

But it appears to me by so much the more difficult to admit it, as the department of the Nord is also that where the yield per hectare is decidedly the greatest. This yield, in 1875, was about 23 hectolitres per hectare, whilst the average yield in France attained only 14 hectolitres, 57.

Such a yield, even if it were to come as low as 20 hectolitres, as was the case this year, in consequence of bad harvest, must allow the producer, even with the present price of wheat, to support a cost of production rather high.

The importations of cattle from America, whatever may be the development reserved for them in the future, do not appear to have raised in the North complaints as strong as in some other districts of France. Cattle are there, in fact, less raised for consumption for food, as for agents of agricultural work. And in these conditions, it would be natural that the agriculturists of the North, far from fearing and repulsing the American importations, desire and solicit them.

## II.—EXTRACTIVE AND METALLURGIC INDUSTRY

The prodigious fecundity of their soil places the United States in the first rank, among the countries the richest in the world in mineral combustibles and in metals of all kinds, and judging by the rapidity of their progress during the last thirty years, it is permitted to believe that in less than half a century, they will surpass England itself in the production of pit coal and iron. The manufacturers of the North fear particularly for these two products English competition, and demand against it the raising of the present tariffs. Without having to estimate here the legitimacy of these pretensions, we merely make the observation that by reason of the distance which separates France from the United States, American competition will be always less to be feared than that of England.

### III.—MANUFACTURING INDUSTRY

#### I.—THREAD AND TISSUES OF COTTON.

In 1840, the United States possessed 2 millions of spindles ; they at present possess 13 millions or there about ; not content with closing their markets to the industry of Europe, they commence to send to us their products ; and a similar competition, as with that of pit coal and iron, threatens seriously the old supremacy of England.

This competition, up to the present, has not been resented by our French spinners. American products, which arrive in France by the way of England, and under the name of English products, are not considerable. But it is not the less the object of their most serious anxiety, and those in the North especially demand against it for the future some protective duties higher than those of the present general tariff. (See depositions of Mr. Tauquet and of the spinners of Lille and of Tourcoing — Commission of the tariffs of the custom-house, pages 71, 174 and 211.)

Although their interests may be far from being identical, the weavers of cotton raise complaints and demands almost absolutely analogous to those of the spinners.

These two groups of manufacturers are the declared adversaries of any Treaty of Commerce.

#### II.—CARDING AND SPINNING OF WOOLS.

The industry of wool reckons in the department of the Nord three important centres : Roubaix, Tourcoing, Fourmies.

It does not appear to me that this industry need fear American competition. It is even permitted to affirm that it would find in the United States some vast outlets. It is not a question of doubt, if it be considered that it has exported there, in 1875, 48 millions of products nearly, in spite of the exorbitant duties of 60 to 117 per cent.

Nothing is more natural than to find among the representatives of the industry of wool decided partisans of Treaties of Commerce and of the lowering of tariffs. It is at Fourmies especially, whose production, besides, exceeds that of Tourcoing



and Roubaix together, that the most intrepid defenders of free trade are to be found. (Vide the deposition of Mr. Boilat, commissioner of tariffs, p. 321 and following). Roubaix and Tourcoing pretend not to be able to sustain English competition, that of Bradford in particular, and demand against it high protective duties. But they cannot fail to be in accord with Fourmies in what concerns a Franco-American Treaty of Commerce.

### III.—SPINNING AND TISSUES OF LINEN.

Out of the 686,000 active spindles which the industry of linen possesses in France, the department of the Nord reckons more than 517,000. The representatives of this industry, especially the spinners, have always been partisans of the most determined protectionism, and reject at once both the lowering of the tariffs and the Treaties of Commerce. Whatever may be the value of their pretensions in general, they are incontestably badly founded in opposition to the United States, the latter do not by any means menace with their competition our linen industry, and it could, on the contrary, send them, under the advantage of lower tariffs, certain of its products, such as fine linen cloth, cambric, etc., in very considerable quantities.

### IV.—CHEMICAL PRODUCTS.

There is a chemical product which the United States require from Europe and the manufacturing of which is especially important in the department of the Nord, it is soda.

Upon a value of 30 millions of francs nearly, represented by the production of soda in France, at the end of 1873, the Nord figures for more than 7,300,000 of francs (see Statistical Summary of Industry, 1873, page 79). This fabrication would evidently be susceptible of being extended, and nothing could be more favourable to its extension than the opening of an outlet which would result to it from a Franco-American Treaty of Commerce. It is from England that the United States hitherto have obtained their soda. But it would be possible for us, under the advantage of reduced tariffs, to compete successfully with England in the American markets.

It is true that Mr. Kuhlmann, of Lille, representing a portion of the industry of soda, has declared in his deposition before the Commission of Inquiry (see page 530) that the United States themselves tend to produce the soda which is necessary for them; this would have for result, not only the taking away of our industry the hope of a considerable outlet, but also of the exposing of the industry to an increased competition on the part of the English industry, chased from the market of the United States.

But Mr. Kuhlmann furnishes no precise data in support of his affirmations, and he seems to have forgotten the details which he himself gave in his very interesting Report, published in 1877, upon the Exhibition of Philadelphia (see this Report in the Catalogue of Reports, published by the Imprimerie Nationale, 1877, page 129-131), in what concerns the difficulties which the manufacturing of soda encounters at the United States. Have these difficulties disappeared during the last two years? Nothing proves it. We wish the difference to be explained which exists between the manner of seeing of Mr. Kuhlmann, Reporter of the Exhibition of 1876, and that of Mr. Kuhlmann, the deponent before the Commission of Inquiry, since we imagine that the deponent solicited for the manufacturing of soda protective tariffs rather high.

#### V.—REFINERY OF PETROLEUM.

The refinery of petroleum reckons in the department of the Nord, and especially in the arrondissement of Dunkerque, a certain number of important establishments.

We know that the United States are, par excellence, the country of production of petroleum. We know also that refined petroleum has levied upon it on entrance into France duties which most persons think excessive, and the application of which has given rise to some very serious debates since the laws of the 8th of June, 1871, and of the 30th of September, 1873 (see upon this point the depositions before the Commission of Inquiry, page 545 and following). Could not these duties be lowered in a Treaty of Commerce passed with the United States? They could not in any manner, if we believe those who hold themselves first as the principal representatives of the refinery of petroleum (see especially the deposition of Mr. Trystram, Commission of Inquiry, page 652 and follow-

ing). But to this affirmation, we can oppose those of a man whose competence cannot be called into question—Mr. Mathei, Director of the Société Anonyme of Lille and of Bonnières for the Purification of Mineral Oils. According to Mr. Mathei, the French refiners could very well sustain the competition of American refiners, without the aid of any protective duties (see places cited, page 557).

## VI.—SUGAR.

Sugar has figured for some years among the principal articles of French export.

The value of our exports of sugar, refined in 1878, attained 136 millions of francs. In the United States, on the contrary, the production of sugar is absolutely insufficient to supply the wants of the interior consumption; it has furnished since 1874  $\frac{9}{100}$  of that consumption.

There would be naturally a very great outlet for our sugars. That outlet has been closed to us, or at least the value of our exports has been very insignificant up to the present by reason of tariffs almost prohibitive, which weigh upon our sugar on its entrance to the United States.

Then, if France, in general, is interested to cause to cease such a state of things by the conclusion of a Treaty of Commerce, the department of the Nord, in particular, is so in the highest degree. It is sufficient, to be convinced of this, to cast your eyes over the statistics. According to the official statistics (see Annual Statistics of France, 1878, p. 373), the Nord reckoned, in 1875, first, for sugar, foreign and refined, whose production was valued at more than 28 millions; secondly, for sugar of the beet-root, 165 establishments, whose production was valued at 77 millions and a half.

## VII.—GLASS AND CRISTALS.

The Nord is the department of France where the value of the production of glass and crystals attains the amount the most elevated; the figure was, in 1875, from 13,800,000 for glass and cristals, and about 7,300,000 for looking-glasses.

Although of considerable importance in the United States, the manufacturing of looking-glasses, glass and cristals does not appear to be sufficient for the wants of the natural con-

sumption (see the Report of Mr. de Barry upon ceramics and glass, report upon the Industrial Exhibition of Philadelphia, p. 165 and following). It is permitted to believe that there would be, in the United States, with lower duties than those of the present tariff, a possible outlet for our industry and especially for the manufacturing of looking-glasses.

On the other side, the primary materials required in the manufacturing of glass and crystals is met with in the United States, in a state the most pure which we know. The English do not hesitate to go there to seek them.

Would it not be advantageous to our French manufacturers, to the manufacturers of objects of luxury at least, to follow the example of the English? There would be one of the most beneficial results of a Franco-American Treaty of Commerce.

FERNAND FAURE,

*Professor of Political Economy at the Douai Law School.*

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## CONSULTATIVE CHAMBER

OF

## CAMBRAI

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*Extract of the register of the deliberations of the Consultative Chamber of Arts and Manufactories, of Cambrai (Nord)..*

On the 6th of November, 1878, at half-past two in the afternoon, the Consultative Chamber of the arrondissement of Cambrai assembled at the Hotel de Ville, upon the convocation and under the presidency of Mr. Walleraud.

There were present, Messrs. Brabant and Wiart-Pinquet.

The President observes that lately an important movement has been produced with respect to a Treaty of Commerce to be made between France and the United States of America.

A French committee has been formed and has caused numerous meetings.



The French committee has appealed to the Chambers of Commerce to participate in its labours.

The Consultative Chamber of Cambrai has delegated for this purpose two of its members. Since then, the French committee has held numerous meetings in the important towns of the country, and recently, at Lille.

The President of the Consultative Chamber of Cambrai was present at that meeting; the tariffs proposed have been communicated to them.

The promoters of the Treaty have made an estimate of the advantages to accrue from it, criticisms have been expressed upon certain points, and finally the meeting has expressed a wish that all the Chambers of Commerce of the region of the North should study with care the project, and address in the shortest possible time, their matured opinions to the French committee.

The President continues by saying that this is the object of the present meeting. He reads the project of the tariff, as well as various documents, extracts of journals, and of the bulletin of the committee, which have reference to this subject; he expresses his appreciation of the conditions of the Treaty, and invites his colleagues to formulate theirs.

An interchange of observations takes place. The President sums them up and invites the Chamber to pronounce its opinion.

The Chamber, deferring to this observation, and suming up its labours, gives the following advice:

The Treaty projected appears to be useful; it would certainly procure advantages to commerce and industry, especially upon a comparison between the situation which it would create and the present state of things.

In every case, the French duties levied upon American merchandise ought not to be inferior to those with which our custom-house taxes the products of other nations.

It would be proper clearly to specify that the duties on clearances in America, levied on our merchandise, should only be imposed upon the intrinsic value, that is to say, that these duties should not be calculated upon the price of the merchandise augmented by the expenses of packing, of transport, of insurance, etc.

French ships, employed in the transport of merchandise, ought to be treated, on their arrival in the American ports, upon the same footing as the ships of the United States.

The clause "of the most favoured nation" ought to be formally discarded.

The Chamber insists especially upon this point, as it has done besides for the other Treaties upon which its opinion has been asked.

The signatures follow.

For true copy,

L. WALLERAND,  
*President of the Chamber.*

## CONCLUSION

Such are the principal Reports already received by our Commission of Studies. They answer our series of questions; they state with precision the alarming extent of the injury done to the commerce of France and America by the present high tariffs of these countries, and express the hope of soon seeing such tariffs lowered to the great advantage of both Republics.

With very few exceptions, all our Chambers of Commerce are favourable to a Franco-American Treaty of Commerce.

We publish in the first pages of this volume the Resolutions voted by the great majority of the Chambers of Commerce and Boards of Trade of the United States.

All these Resolutions support our views, all are favourable to the conclusion of a Franco-American Treaty of Commerce.

Such a unity of views between the representatives of the commerce and industry of both countries is likely to exert on their respective governments a most decisive influence.

As regards our French committee, we may state here that it will dissolve only when the Franco-American Treaty of Commerce has been concluded.

*The Commission of Studies,*

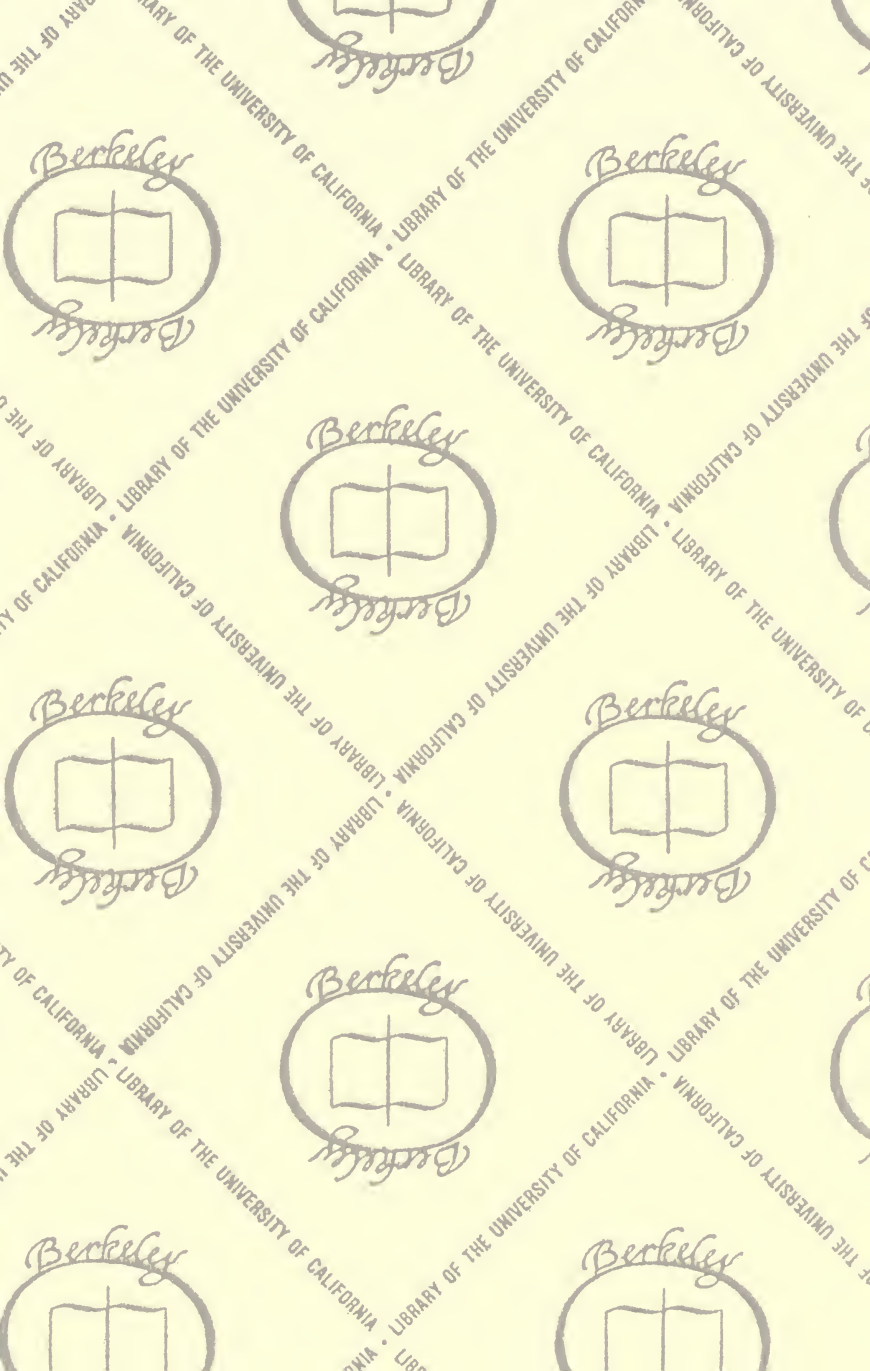
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